

Inquiry starts into cases of leukaemia near nuclear power stations

By Pearce Wright, Science Editor

An investigation into the incidence of cancer among people living near all nuclear power installations has started.

The pattern of the illness is to be studied before and after the plants were built, and a comparison made with similar populations remote from any nuclear installation.

The study, to be conducted by the Protection Board and the epidemiological research unit at Oxford University, will not be completed before next year.

Nevertheless, the results of that study may be the only way of resolving the controversy over the number of cases of leukaemia among children living in villages near the nuclear fuel reprocessing plant at Sellafield, formerly Windscale, in Cumbria.

Accusations that the incidence of leukaemia is between five and 10 times higher than the national average among children in three villages close to Sellafield, are contained in the findings of a new report that is the basis of a documentary television programme to be shown on independent television tonight.

The allegation that radioactive pollution from Sellafield is the cause of higher than

average figures is rejected by British Nuclear Fuels. Mr Harold Bolter, the company secretary, said yesterday: "We are not responsible for the effects which Yorkshire Television say they have found."

Mr Peter Mummery, director of health and safety for the company, says: "Yorkshire Television bases its accusations on its own unvalidated findings that the incidence of cancer among children in three villages near Sellafield is higher than the national average."

"In small areas variations from the national average, both upward and downward, may be expected. It is well known to experts in cancer statistics that sometimes unusually high numbers can be found in relation to the size of the community."

These are described as 'clusters'. A quick examination by British Nuclear Fuels has identified a town in Cumbria some 30 miles from the coastline where a cancer cluster exists.

The company's officials were not prepared to give the name of the town.

However, the evidence gathered for the television docu-

mentary was examined by Professor Edward Radford, a leading epidemiologist in that field from Pittsburgh University in the United States. He was chairman of a committee of the US National Academy of Sciences set up to look into the effects of radiation, and he has been an adviser to international groups studying safety issues.

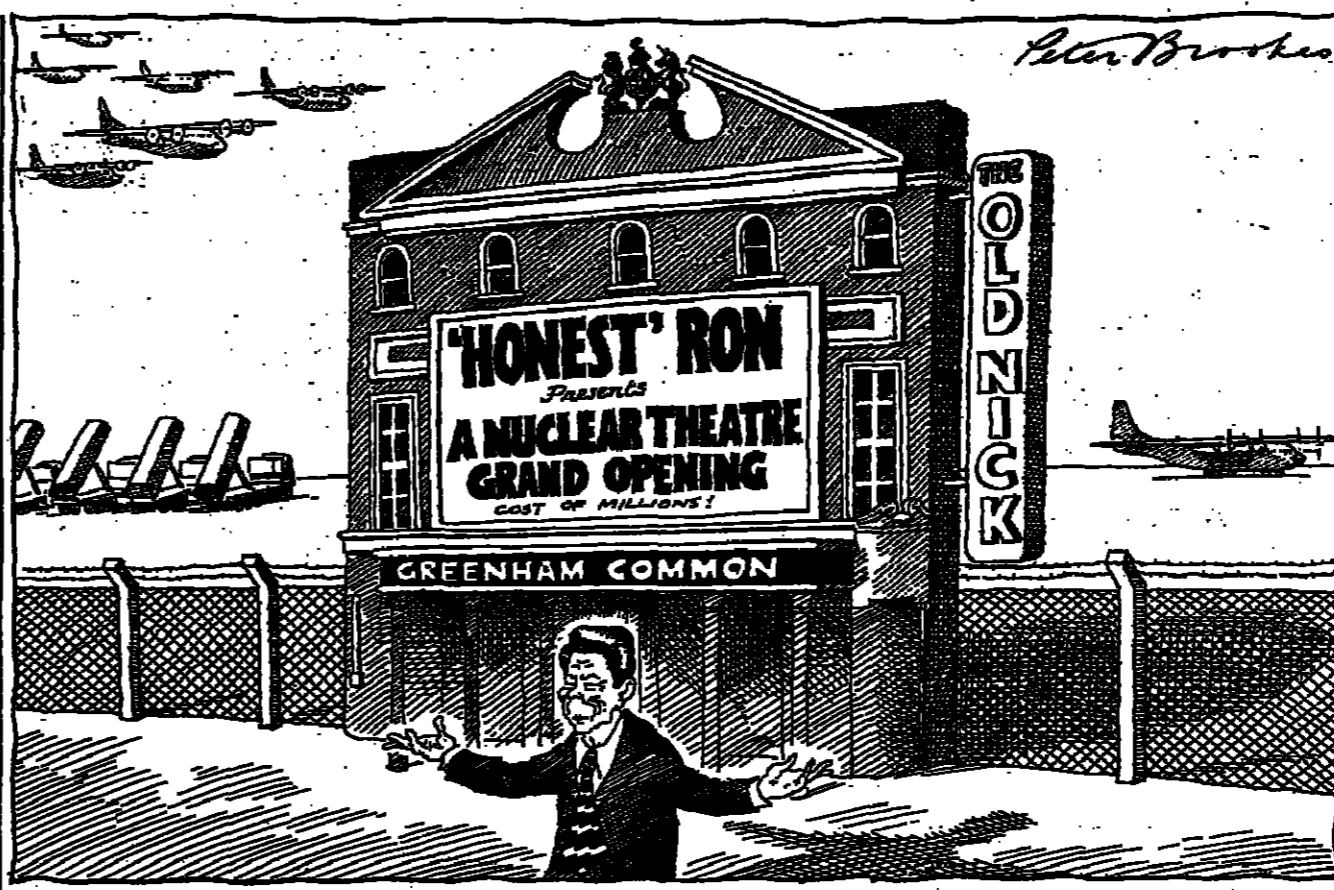
Professor Radford supports the catastrophic interpretation of the figures on leukaemias when taken in conjunction with the measurements of the radioactivity in air from streams, beaches, fields, and from house dust to show that radioactive substances come from Sellafield.

Yet British Nuclear Fuels is not disputing the existence of low levels of contamination of radioactive substances. But it says: "Assuming the highest figures quoted for levels of radioactivity to be correct, children would have to eat 20lbs of dust a year or sit in one tiny spot on a muddy estuary for 500 hours in a year before permitted limits would be reached."

The fiercest argument is over the suggestion that the conditions must inevitably get worse. British Nuclear Fuels rejects the suggestion that there is an accumulation of plutonium along the coast, but that judgment presupposes an exact understanding of how the radioactive material in the environment got there from Sellafield.

Recent surveys have shown that plutonium and americium discharged into the sea by a waste pipe from Sellafield into the Irish Sea are being transferred back to the land. The theory is that waste deposited on the seabed is stirred up with sediments in stormy conditions. The suspended particles are driven to the coast by winds and tides, washed ashore, dried by the sun and blown into the atmosphere.

The waste discharges have been made for 20 years and, according to the documentary programme, a quarter of a ton of plutonium has been discharged, enough to give 250 million people a lethal dose if dispersed through the atmosphere.



Shake-up urged in farming

By John Young, Agriculture Correspondent

Abolition of almost the whole farm support structure is called for in a report published today.

The EEC common agricultural policy, the marketing boards, the Agricultural Mortgage Corporation, the Forestry Commission and government-financed research services would all go under proposals from the Adam Smith Institute.

Even the Ministry of Agriculture would be merged with the Department of Trade and Industry.

The report is a straightforward application of the free market economy approach to what the institute regards as an indefensibly subsidized and cosseted industry. The end result, it implies, would be cheaper food and a saving to the taxpayer of hundreds of millions of pounds.

Of the CAP the report says it is "contrary to the spirit of the founding fathers of the EEC... ineffective... expensive... unpopular except with farmers and bureaucrats and seemingly incapable of reform."

It is also scathing about the achievements of the various marketing boards and suggests they should be reformed as voluntary co-operatives.

The Agricultural Mortgage Corporation makes little sense since it duplicates the functions of the finance industry.

Much research by the Government's Agricultural Development and Advisory Service appears to be duplicated and should be abandoned. The work of the Agricultural Research Council itself should be gradually privatized.

Omega Project Agriculture Report (Adam Smith Institute, PO Box 316, London SW1P 3DJ, £3.00).

Mr Alexander said the union had "objected to the granting of a licence to Mercury and since then has consistently indicated its intention to destroy Mercury."

He told Sir John Donaldson, Master of the Rolls, sitting with Lord Justice Dillon and Lord Justice May, that the judge at the earlier hearing had misunderstood the evidence and misinterpreted the law.

Cruise will arrive in three weeks

Continued from page 1

last week with the United States Defence Secretary Mr. Casper Weinberger. Mr. Heseltine is understood to have explained and complained of these increased difficulties.

But ministers have at no time, it seems, seriously considered asking the United States for a dual key, nor even explored the feasibility of cost of supplying a separate physical control mechanism which only British servicemen could operate.

Yesterday Mr. Denis Healey, newly reappointed as Labour's shadow foreign secretary, said that after Grenada Britain could no longer be satisfied with present arrangements, and that there was an unanswerable case for giving Britain a physical veto over firing.

Last week, he said, the United States brushed Britain aside when the threat was vague and distant. Did the Prime Minister really believe the American Administration under President Reagan would take any notice when the threat was to thousands of American soldiers in Europe?

Mr. David Steel, the Liberal leader, said that the absence of a dual key was one reason for not accepting the government proposal to deploy. He could not accept that the original agreement about joint decision, reached between Mr. Clement Attlee and President Truman about aircraft, could be applied automatically to missiles.

Mr. Heseltine repeated the recently repeated words of Mr. Margaret Thatcher that "no nuclear weapon could be fired or launched from British territory without the agreement of the British Prime Minister."

Greenham security is stepped up

From Alan Hamilton, Greenham Common

Greatly increased security surrounded Greenham Common air base in Berkshire yesterday after a weekend in which the perimeter fence was breached and torn down in several places by peace campaigners.

Police guarded all gates and patrolled along the inside of the nine-mile fence, while army detachments erected additional barriers of barbed wire. A police helicopter flew around the base all day.

A total of 187 women, many of them carrying wire cutters, were arrested on Saturday night and 16 women were arrested on Sunday night when they again breached the fence.

On that occasion a group entered the base and daubed the main runway with paint. Eleven were charged and released on bail by Newbury magistrates yesterday.

Miss Martha Street, said yesterday that they had thought a United States Air Force plane carrying the first cruise missiles would arrive on Sunday night. They had painted the runway in the hope of preventing its landing.

In the event the missiles did not arrive, and they are unlikely to do so in the immediate future judging by the Commons statement yesterday by Michael Heseltine Secretary of State for

Defence, in which he promised a further announcement when the first missiles arrived in Britain.

Several hundred anti-nuclear demonstrators, many of them carrying torches, gathered in Trafalgar Square last night to protest against the imminent arrival of cruise missiles (David Cross writes).

Throughout the afternoon and evening 700 members of the Campaign for Nuclear Disarmament queued outside the Commons to lobby members of Parliament taking part in the debate on the missiles.

Mr. Bruce Kent, general secretary of CND, told a press conference that the debate had been sprung on Parliament to rubberstamp the introduction of cruise missiles to Britain.

"The British people have been deceived about cruise missiles by this Government since the decision to deploy them was first taken at a Nato meeting in December, 1979", Mr. Kent said.

In spite of government claims to the contrary, Britain had no veto over their use in the sense of the Government being able to stop them being fired, he added. As had been seen with Grenada, in times of crisis great powers like the United States acted as they saw fit.

Basic facts about cruise and Pershing 2

By Our Defence Correspondent

What are they? The cruise missile is an unmanned vehicle for carrying an explosive warhead. Throughout its flight it is under continuous power from its jet engine, which has to take in oxygen to function. This means that it must remain in the atmosphere, and in fact is designed to fly at very low levels.

The Pershing 2 is a ballistic missile which is powered only during the first few minutes of its flight as it goes out into space, before its trajectory brings it back into the Earth's atmosphere and on to its target.

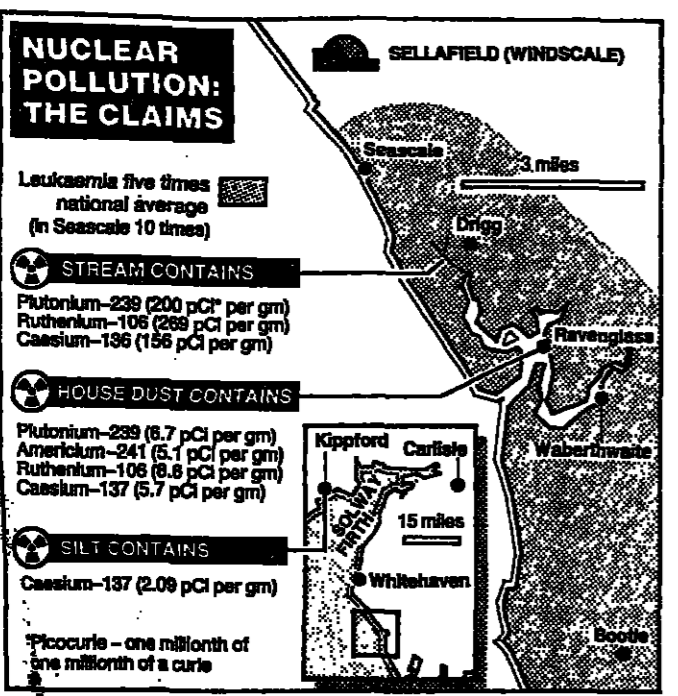
Where are they to be deployed? The plan is to deploy 464 ground-launched cruise missiles and 108 Pershing 2 missiles in Europe. Ultimately 160 cruise are planned for Britain, 96 of them at Greenham Common, where the first 16 are scheduled to be operational by the end of this year, and 64 at Molesworth near Huntingdon from about 1987.

When was the decision taken? The plan was laid at a meeting of foreign and defence ministers of Nato countries held on December 12, 1979.

The plan to deploy cruise and Pershing 2 was one half of the so-called twin track, which also called for negotiations between the United States and the Soviet Union to agree to limits on the number of long-range theatre nuclear weapons.

Those negotiations are still in progress in Geneva, but show little likelihood of producing an agreement.

	Cruise	Pershing 2
Length	20.5ft	33ft
Speed	about 550mph	5,000mph
Weight	3,200lb (including booster)	about 7 tons
Range	1,500 miles	over 1,000 miles
Warhead	single nuclear warhead, up to about 200 kilotons	single nuclear warhead, up to about 50 kilotons
Accuracy	within 50 yards of target	within under 50 yards of target
Launcher	launched from back of lorry	mobile launcher



Six miners are rescued after three-hour ordeal

By Paul Routledge, Labour Editor

Six miners were rescued yesterday after a roof fall trapped them 300ft underground for more than three hours.

The alarm was raised at 2.30pm when a 15ft section of roof collapsed, blocking the underground roadway to the coalface with tons of rock. Two colleagues heard the trapped men's cries for help.

National Union of Mineworkers officials immediately lifted their national overtime ban to help in the rescue operation at Ledston Luck colliery near Castleford, West Yorkshire.

Specialist rescue teams from Wakefield and Doncaster pumped oxygen through ventilation shafts into the 72-year-old pit, which is due to close in 1985.

The trapped men were eventually released unhurt at 5.50pm by workmen who dug through the rubble with picks and shovels. The first person to reach them was the colliery manager, Mr Don Jagger, aged 58.

The miners' union began its national overtime ban yesterday morning. The full effect will not be felt until after the weekend, when vital maintenance work will not be carried out.

The NUM president, Mr Arthur Scargill, said yesterday that the National Coal Board's decision last week to break off talks with the union was "one more factor in an overall attack on the mining industry."

He said: "Contrary to NCB chairman Ian MacGregor's disclaimers, this ban will most definitely affect our industry. If it were to extend over a 12-month period, the ban would cut coal output by 18 million tonnes."

"Our union now sees the board attacking us on all fronts. We have learnt that the NCB has rejected our appeal for vital investment in Cadby colliery, one of South Yorkshire's largest pits, which without proper planning and financing will most certainly face closure."

Miners' leaders have rejected the board's "first and final" 5.2 per cent offer, worth £4.90 to £6.80 a week on basic rates.

'Failure to disclose job pact'

The Post Office Engineering Union was criticized in the Court of Appeal yesterday for not disclosing a job security agreement it has with British Telecom.

The union is blocking links between the BT network and Mercury Communications, the private telephone company, because, it says, it fears job losses.

But Mr Robert Alexander QC, for Mercury, told the court that it had come to light only last week that the union had a job security agreement with BT. Mercury is appealing against a High Court refusal to grant a temporary injunction to stop blocking.

Mr Alexander said the union had "objected to the granting of a licence to Mercury and since then has consistently indicated its intention to destroy Mercury."

He told Sir John Donaldson, Master of the Rolls, sitting with Lord Justice Dillon and Lord Justice May, that the judge at the earlier hearing had misunderstood the evidence and misinterpreted the law.

The Shadow Cabinet

Labour's front bench appointments are: (Asterisk indicates member of parliamentary committee):

Deputy Leader and Treasury and Economic Affairs	* Mr Roy Hattersley
Foreign and Commonwealth Affairs	* Mr Denis Healey
Home Affairs	* Mr John Gummer
Leader of the House and Trade and Industry	* Mr Peter Shore
Employment	* Mr John Smith
Environment	* Mr John Gummer
Transport	* Mr John Gummer
Defence and Disarmament	* Mr John Gummer
Northern Ireland	* Mr John Gummer
Wales and Community Affairs	* Mr John Gummer
Housing and Construction	* Mr John Gummer
Health and Social Security	* Mr John Gummer
Science	* Mr John Gummer
Energy	* Mr John Gummer
Arts	* Mr John Gummer
Defence and Disarmament	* Mr John Gummer
Legal Affairs	* Mr John Gummer
Women's Rights	* Mr John Gummer

Police hunting Sheffield killer study phone tape

By Ronald Faux

Police hunting the killer of three members of a Sheffield family were studying yesterday a recording of a telephone call made to a newspaper by a man claiming to be Arthur Hutchinson, whom the police want to question in connection with the murders.

The caller gave details likely to be known only to Mr Hutchinson, aged 42, who escaped a month ago from custody at Selby police station in North Yorkshire.

In his two-and-a-half minute call to the *Yorkshire Post* in Leeds the man said that he had not been to Sheffield, where Mr Basil Laitner, his wife Avril and son Richard were stabbed to death by an intruder eight days ago.

The caller, who had a strong north-eastern accent, said that since his escape he had survived by stealing vegetables from gardens.

He named a woman he said he was "out to get" and who is now being protected by the North Yorkshire police. He also denied having been in Workop, Nottinghamshire, where the police are said to have had positive sightings of Mr Hutchinson the day after the killings.

Mr Robert Goslin, Assistant Chief Constable of South Yorkshire, told a press conference in Sheffield that the caller did not stay on the line long

enough to allow the police to trace him but it was hoped that a recording of the call would be able to discover the area from which the call had been made.

"He says he is in the Selby-Doncaster area and that he has been living rough. Where I disagree is when he says he has not been to Workop", Mr Goslin said.

The police found a blood-stained handkerchief at a Workop boarding house where the man thought to be Mr Hutchinson had stayed. Mr Hutchinson injured his leg when he escaped from the police station.

The police had received more than 1,000 calls from the public, with possible leads that were being followed up, Mr Goslin said.

Mr Hutchinson's elderly mother, Mrs Louise Reardon, was under sedation last night after collapsing at her home in Hartlepool, Cleveland. She became ill after appealing to her son: "Please give yourself up. Arthur, that's all I'm asking. I know you couldn't have done the things they say," (the Press Association reports).

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Biffen reply over Times bid

By Anthony Bevins, Political Correspondent

Mr John Biffen, Leader of the Commons and a former Secretary of State for Trade, last night rebutted the charge that he had misled the Commons over the profitability of *The Sunday Times* in January 1981, the time of the bid made by Mr Rupert Murdoch for Times Newspapers.

Mr Harold Evans, former editor of *The Times*, says in his book, *Good Times, Bad Times*, that when Mr Biffen took his decision not to refer the bid to the Monopolies and Mergers Commission, the minister failed to record £4.6m of *Sunday Times* revenue and a £700,000 profit.

In a written Commons reply last night, Mr Biffen refused to set up a parliamentary Select Committee to investigate the matter, saying that the profit and loss figures on which he had based his decision had been supplied by the Department of Trade's professional accountants.

They had been fully aware of the £4.6m revenue figures, but because they were not related to *The Sunday Times* newspaper activities they had not been relevant to the statutory test under which he had to judge whether the paper was economic "as a going concern and as a separate newspaper".

Mr Biffen said in his reply to Mr Alfred Morris, Labour MP for Manchester, Wythenshawe: "I was satisfied (as I was required to be by the Fair Trading Act) that *The Sunday Times* was not economic as a going concern and as a separate newspaper."

"Having further satisfied myself that the case was one of urgency, I concluded that I had discretion to grant consent for the transfer of the newspaper without a reference to the commission."

'Grants not being made up'

By Lucy Hodges

Almost half of all students who should be having their maintenance grants made up by their parents are not being given this money and are worse off than young people on the Youth Training Scheme, the National Union of Students said yesterday.

A £50,000 survey commissioned by the union, which submitted a claim for a £5 a week increase in grants, for next year, shows that students are feeling the pinch.

They are having to pay a lot more for essentials than in 1974-75, when the last survey was made. The cost of board and lodging and books has soared.

As a result students are spending 25 per cent less on alcohol, tobacco and entertainment (£190 in 1982-83 compared with £260 in 1974-75). They are having to spend 59.2 per cent more on board and lodging compared with eight years ago. A student's disposable income has declined by £264 in that period, from £958 to £694.

The union made the point yesterday that it was not arguing that the real value of the grant had declined, because at £1,660 outside London and £1,975 in London it has roughly kept its value. It directed its attack at the parental contribution system and at the lack of an absolute minimum grant.

Mr Neil Stewart, the union president, said that as well as seeking a £5 a week increase in grants it was asking for the income threshold at which parents have to pay contributions to be raised to £9,500. It wanted all students in further education, particularly those who received no award, to get a minimum grant of £20 a week.

He called for the age at which students are considered to be independent of their parents to be lowered. It is 25 at present. The cost of all the demands would put an extra £700m on the present £500m grants bill.

When his sang froid proves too cool

Charm him with JANNEAU GRAND ARMAGNAC BRANDY

Too good to keep to yourself

Crown to appeal against ruling that parents cannot kidnap children

By David Hewson

The Crown is to seek leave to appeal against a ruling yesterday that parents cannot, in law, kidnap their own children.

The Court of Appeal yesterday quashed the convictions for kidnapping and contempt of court of a New Zealand man who twice snatched his daughter from his former wife.

A senior appeal judge, Lord Justice Watkins, said that Mr Ian Daily's case was a serious example of the deliberate flouting of High Court orders by a father, but he should never have been convicted of the criminal offence of kidnapping.

The decision was criticized by the Children's Legal Centre, which was set up in 1979, The Year of the Child, to deal with matters of law relating to young people. Miss Rachel Hodgkin, an officer of the centre, said it meant that the law saw children as being the property of their parents.

A private member's Bill due for its second reading on December 16 would, however, make child abduction a criminal offence if it became law, she said.

The Court of Appeal ruled that Mr Daily should not have been tried at the Central



Lord Justice Watkins: 'Father should not have been convicted.'

Criminal Court for contempt and taking his daughter away from her mother, in what is thought to have been the only case of a parent being charged with kidnapping his child.

The correct course which should have been pursued was for Mr Daily to be brought before a High Court Family Division judge, the court said.

It set aside a two-year suspended jail sentence which was passed on May 18 last year. The Crown is to seek leave to

appeal to the House of Lords against that ruling.

Mr Daily did not challenge a further conviction of falsely imprisoning his former wife at an address in Harold Hill, Essex, before taking their daughter Emma to New Zealand in 1978. He was given a two-year suspended sentence on the false imprisonment charge.

The appeal judges ruled that, as a general conclusion, there was no such offence as the kidnapping of a child under 14, even by someone who was not the child's parents. The act would be covered by the charge of child stealing.

They also ruled that the offence of kidnapping could not be committed by a parent who took a child under the age of majority, unless the child had lawfully married and passed out of the responsibility of the parents.

Lord Justice Watkins said that the jurisdiction of judges to punish for disobedience of court orders on children, regardless of whether they were wards of court, was extensive and powerful. Parliament had never intended that a mother or father should be prosecuted for child stealing.

Law Report, page 28

Two million letters arrive late

By David Cross

More than two million letters arrive late on any given day, according to the Post Office Users' National Council in a report published yesterday.

Only 85.8 per cent of first-class letters and 92.3 per cent of second-class letters arrived on time, the council said in its annual report of the Post Office's activities in the 1982/83 financial year. The Post Office's own targets are 90 and 96 per cent respectively.

This level of lateness is unacceptable, the council, the official watchdog of the Post Office's services, said.

The council said that it conducted test surveys that

highlighted problems on specific routes and in particular sorting areas. The results showed that mail posted at the same time could receive different time stamps and in one instance some first-class items were not date-stamped until the next day.

The council called on the Post Office to further investigate problems affecting the quality of service and in particular to identify the black spots in the system.

Responding to the council's criticisms, a Post Office spokesman said yesterday that improvements have been made in its mail delivery. The latest

figures covering the period between July and September of this year, showed that 88.7 per cent of first-class mail and 93.8 per cent of second-class mail was reaching its destination on time.

The Post Office was also urged to speed up the introduction of new counter technology, particularly the installation of computer terminals.

The council conceded that the complexity of introducing a comprehensive computer system to handle the full range of counter services given that there are at present about 150 different types of transaction. The cost would be huge since the Post Office has indicated that it would probably need 50,000 terminals positioned at between 15,000 and 20,000 different locations.

Finally, the council expresses its concern at the fall in the number of Crown and sub-post offices during the past 10 years. During the last financial year, for example, 121 sub-postoffices had opened, compared with 216 that closed.

A sizable proportion of sub-postoffices that closed had not been replaced because of the difficulty of finding suitable applicants with suitable premises.

DELIVERY TARGETS: How the Post Office is doing			
TARGET	90% of first class by next working day	96% of second class within 3 working days	
1980-83	by day B	by day D	
1980/1	86.4%	92.5%	
1981/2	84.3	91.7	
1982/3	85.8	92.3	
Quarterly (82-83)			
Apr to Jun	85.0%	91.5%	
Jul to Sep	82.7	91.0	
Oct to Dec	87.4	94.1	
Jan to Mar	87.9	93.2	

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Nilsen showed desire to kill, psychiatrist says

Dennis Nilsen had an "overwhelming desire to kill" and planned the deaths of his victims purposefully and without anxiety, a jury at the Central Criminal Court was told yesterday.

Dr Paul Bowden, a psychiatrist called by the prosecution, described Mr Nilsen's behaviour as extremely abnormal. "Statistically someone who kills 15 or 16 men is a very rare animal," he said. But he disagreed with the defence evidence that it showed a severe personality disorder.

Mr Nilsen, aged 37, of Cranley Gardens, Muswell Hill, denies six charges of murder and two of attempted murder. He has admitted to the police dismembering, boiling and burning the bodies of his young victims and the defence is seeking a verdict of manslaughter on the ground of diminished responsibility.

Dr Bowden, consultant forensic psychiatrist at the Bethlem Royal and Maudsley Hospital and visiting psychiatrist at Brixton prison, disputed defence suggestions that Mr

Nilsen had treated his victims as objects and lacked remorse.

He said Mr Nilsen tried to hide his feelings despite confusion and sadness at what he had done. During one interview at Brixton tears had filled his eyes as he was questioned about the "quite frightful" strangling and drowning of John Howlett in December 1981.

"He was about to start crying," Dr Bowden said. "He spoke to me about him never being able to show his feelings to anyone. Then he walked out of the room."

He told the court that he accepted Mr Nilsen's own version of his motives: an overwhelming desire to kill, the sense of power killing gave him, and the wish to transfer the feelings of criminality he had about his homosexuality to the killing.

He said he could find no support for defence evidence of abnormal sexual behaviour with the bodies of his victims, isolation, alcohol abuse, identity of relationship problems.

The hearing continues today.

Cigarette 'glamour' attacked

By Our Medical Reporter

The British Medical Association wants stricter controls on the "insidious approach" of some cigarette promotions. It claims that they exploit a loophole in the advertising code of conduct.

The association accuses manufacturers of flouting the spirit of the Advertising Standards Authority's ethical code by linking cigarette brands with sporting events and other activities which by implication "depict smoking in a glamorous light".

In the *News Review*, a newspaper sent to doctors, the association says that the advertising authority's cigarette code bans advertisements which glamorize smokers, but allows cigarette names to be used to promote non-tobacco products and activities.

It cites the John Player Special brand, which has its own racing car and markets sportswear.

It also names the Kim brand. "The brand's colours, of browns, pinks and yellows on a white background, depict a healthy, sporty, clean-cut image for the independent woman," the association says, adding that the brand is linked with promoting umbrellas and bags in the same colours.

The association says young adults are the main targets of cigarette companies. "If they adopt the smoking habit early, they could remain life-long consumers. It is this age group which most readily responds to the glamour images."

The BMA's latest call comes after publication of a survey by the Office of Population Censuses and Surveys which indicated that more than a quarter of children are smoking by the time they reach their fifth year in secondary school.

In a separate initiative, a senior lecturer in health education has written an open letter to Mr John Patten, Under Secretary of State at the Department of Health and Social Security, urging him to take tough anti-smoking measures.

In his letter, published in the *British Medical Journal*, Mr Mike Daube, of the department of community medicine at Edinburgh University, says that cigarette smoking kills more than 90,000 people in Britain

Battered wife who killed her husband is freed

A battered wife who shot dead her violent husband was freed yesterday by a judge at the Central Criminal Court, after spending six months in jail on remand.

The decision by the Common Serjeant, Judge Tudor Price, was greeted with cheers and applause from relatives of Mrs Celia Ripley in the packed public gallery.

The court was told that Mrs Ripley, aged 34, killed her husband with a shotgun blast as he stood drinking in the Derby Arms public house in Croydon, on April 26.

She had told the warden of the battered wives' hostel where she was living that she intended to shoot her husband, but her "cry for help" was ignored.

The judge gave Mrs Ripley an 18-month suspended sentence and ordered her to be supervised by a probation officer. "The public interest does not require you to be imprisoned further," he said.

Mrs Ripley wept as she was released with her sons, Mark and Henry, outside the court and said: "Today and the day I killed my husband will be on my mind for the rest of my life."

How I pray to God that someone had taken me seriously and stopped me."

The court was told that her husband, Mr Mark Ripley, aged 38, was a gypsy scrap dealer and a feared bare-knuckle fighter.

Mr Michael Coombe, for the prosecution, said Mrs Ripley suffered violence from him over many years. He broke her nose and ribs, threatened to shoot her and forced her to take part in distressing sexual practices.

After going to live in a battered wives' hostel in Pease, south-east London, she showed the warden her husband's shotgun and said she planned to shoot him.

The warden was sufficiently alarmed to tell social workers, but nothing was done. The warden was baby-sitting for Mrs Ripley when she drove to the public house to carry out her threat.

Mr Neville Sarony, for the defence, said Mrs Ripley had asked for attention but no one had taken her seriously. Mrs Ripley pleaded guilty to manslaughter. Her denial of murder was accepted on the ground of provocation and diminished responsibility.



In accord: Nine brass players from Bordeaux are combining with six British players to give their first concert in Britain tonight at St John's, Smith Square, central London. The Brass of Aquitaine and London, formed by its conductor, Richard Harvey, when he was teaching at Bordeaux University, includes nine lecturers in music. Mr Harvey has written some of the music for tonight, which will also include works by Monteverdi, Purcell and Copland. (Photograph: Orde Eliason)

Pacemaker surgeon says patients may die due to NHS cuts

By Thomson Prentice, Medical Reporter

Some patients requiring heart pacemakers may die as a result of the "domino effect" of National Health Service cuts, a leading surgeon said yesterday.

Dr Richard Sutton, consultant cardiologist at the Westminster Hospital, is a recognized expert in heart pacemaker implantation, who performs an average of four such operations a week.

However, because of budgetary restrictions he has only 40 pacemakers left until next March. He added: "I anticipate I will need another 50, which represents a cost of £100,000, by January."

"The situation is approaching where some patients will require pacemakers and will not be able to get them, and some of them will die."

Dr Sutton said that the pacemaker unit at the Westminster Hospital was under increasing pressure because hospitals in other areas were referring more patients to him. "The DHSS is forcing cuts and closures affecting pacemaker operations elsewhere. Those patients have to be sent somewhere, and they are coming to us. The cuts have a domino effect," he said.

The Westminster Hospital is considered to be one of the leading pacemaker units, it has contributed to the research and development of the most advanced versions of the equipment. However, as a result of that work the cost of a pacemaker has increased to about £2,000.

The pacemaker budget allocated to the Westminster for the financial year that began in April was £230,000. Dr Sutton said he needed another £100,000 before the end of next March, and would then be seeking £350,000 as the allocation for the next year.

Mr Trevor Patchett, the deputy district administrator of the Victoria Health Authority, which includes the Westmin-

ster, said: "This authority is being asked to save £2.65m next year, at a time when demands for its services are growing."

He is quite right about the domino effect. We are getting more and more referrals of patients because of cuts elsewhere, and are trying to cope with them while facing cuts of our own."

Lack of NHS funds led to the death of six year old girl it was learnt yesterday. The girl, named Anne Marie, was denied a bone-marrow transfusion at the Westminster Children's Hospital because the cost of the operation was £7,000 and funds were short. It was decided that other patients stood better chance of success.

That decision was disclosed last week when Princess Anne launched a special appeal to raise money for a new 10 bed bone marrow unit at the hospital.

In another aspect of health a service cuts, a group of general practitioners were granted a temporary injunction in the High Court yesterday to prevent the closure of the cottage hospital, the Northwood and Pinner.

The hospital was due to close yesterday but if has been occupied by staff since last week. About 20 patients are still receiving treatment there. At the Hayes cottage hospital near by a similar occupation is continuing.

The injunction means the closure of the Northwood and Pinner hospital will be postponed at least until Friday when the case returns to court.

Trade unions in the NHS have told the Government that the country faces the "inescapable burden" of growing expenditure on health care with more not less staff needed to meet the growing demands placed on the service (Our Labour Correspondent writes).

Could your company save over £1,000,000,000 on energy costs a year?

Not just your company alone. It's what British industry could save if all possible energy savings were made. And that's what the Energy Efficiency Office has been set up to help you do.

Because nowadays with high fuel prices, energy costs are a real part of production costs. And therefore a major consideration when estimating your profit margins and potential profit growth.

In a nutshell, a company that's not using energy efficiently just isn't as profitable as one that is. Energy costs are controllable and many companies are proving it every day.

Perhaps the first major step is to appoint an energy manager. Someone who's responsible for all your company's energy use.

By implementing specific programmes he can save you both energy and money.

Also if he's a member of his local Energy Management Group he'll keep up with all the latest ideas. (Contact the EEO for details.)

Secondly, an outside consultant will normally be able to identify measures which will quickly save you many times his fee.

Furthermore the savings are repeated year after year. If you like, the EEO can help pay the consultant. Contact us.

Thirdly, there may be highly cost-effective investments appropriate to your business which have been proved successful by the EEO's Demonstration Projects Scheme.

For instance if you are going to make changes in your production line you could install equipment to re-cycle waste products.

Information about heat pumps, waste as a fuel, automated energy management systems and many more applications of new energy-saving technology is freely available.

And the savings you will make aren't peanuts. We're talking about tens to hundreds of thousands of pounds that your company could save on energy every year. The EEO is there to help you achieve this.

As well as grants for Energy Efficiency Surveys we've booklets, training videos, special case histories and a complete regional advisory service. Why not send in the coupon?

With energy saving you're not just helping Britain, you're helping yourself to a far more profitable future.

To: The Energy Efficiency Office, PO. Box 702, London SW20 8SZ. Please send me more information on how I can make better use of energy.

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Job Title _____

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ENERGY EFFICIENCY OFFICE

Brittan condemns picket violence as organized anarchy

NGA DISPUTE

The violence on the picket line outside the Warrington printing works of Messenger Group Newspapers last night was condemned by Government and Opposition spokesmen in the Commons. Mr. Leon Brittan, the Home Secretary, said it was not spontaneous action, but organized anarchy. In a statement he said: "There is and can be no excuse for violence and the attempt by intimidating weight of numbers to negate the lawful rights of other people."

Mr. Gerald Kaufman, chief Opposition spokesman on home affairs, said: "We categorically condemn all violence in all circumstances."

Despite goading by Conservative MPs and calls for him to get up and also condemn what had occurred, Mr. Neil Kinnock, leader of the Opposition, declined to rise from his seat on the front bench.

Mr. Brittan in his statement said: "I understand from the Chief Constable of Cheshire that between 9pm and 11pm last night the number of pickets increased rapidly from 300 to about 4,000 people. Their purpose was clear. It was not to communicate information, it was to persuade. It was not even a demonstration. It was to prevent by physical force and weight of numbers newspapers being taken out of the premises."

Many of the pickets had travelled from far afield; many came prepared for, and used, violence against the police. A number were armed with offensive weapons, such as iron bars.

At the height of the operation, the Chief Constable deployed over 1,300 men from his own force and those of Greater Manchester, Merseyside, and Lancashire. As a result, the vehicle carrying the newspapers was able to leave the premises at the time planned and at 5am this morning and did so. The pickets began to disperse from about 6am.

During the course of the disturbances, police officers were attacked and missiles were thrown at them. Twenty-three officers were injured and three have been detained in hospital. I am glad to inform the House that at present none appears to have been seriously injured. Thirteen pickets have been recorded as having been injured, one of whom remains in hospital. Again I understand his condition is not serious.

A total of 86 people were arrested for a range of public order offences and offences of assault and obstruction.

I have conveyed to the Chief Constable my great appreciation of the police action, (Conservative cheers) and the way in which his officers and those of the other forces dealt with an immensely difficult situation. It is a great tribute to them that the lawful right to move the newspapers was upheld. I have asked that my concern and sympathy should be passed on to the injured officers, as I did in the case of those who incurred injuries last week.

I understand that the number of pickets has now declined to about 150. But there are threats that large numbers will try tonight (Wednesday) to repeat the events of last night and this morning.

SCOTLAND

The total amounts of artificial radiation monitored off the Scottish coast gives no cause for immediate concern, Mr. George Younger, Secretary of State for Scotland, said. He was answering Commons questions relating to the inquiry by Sir Douglas Black into allegations of a link between adverse health effects in Cumbria and waste from the nuclear fuel re-processing plant at Sellafield, formerly known as Windscale.

Over the last year, he said he had received five representations concerning radioactivity arising in Scottish coastal waters from discharges at Sellafield. Mr. George Foulkes (Carrick, Dumfries and Galloway, Lab) had made it crystal clear to him that if there is any assistance he requires, it will be readily available, and he will have any complete support for the exercise of his very considerable powers to the full extent that is required to deal with the situation.

There is and can be no excuse for violence and the attempt by intimidating weight of numbers to negate the lawful rights of other people. Irrespective of the merits of the industrial dispute, what has happened here amounts to breaches of what has always been the criminal law.

The place and pretext for its breach makes no difference whatsoever. Violence at the picket line is as indefensible as violence at a football match or anywhere else. (Labour shouts of "Add police violence")

As for the future, we saw last night cannot and will not be tolerated. I hope that the House as a whole will join me in condemning what occurred, and the mass picketing which was its cause, and giving every support to the police in preventing or dealing with a recurrence.

Mr. Gerald Kaufman, chief Opposition spokesman on home affairs, said: "I want to make it plain that the Opposition categorically condemns all violence in all circumstances, in whatever place and for whatever reason it is used. We endorse the view of the TUC, Police and Organisation Committee that trade unions should be supported in carrying out their lawful functions on behalf of their members."

I am the Home Secretary for his part to confirm that any possible breach of the law by pickets cannot justify any counter-breach of the law by anyone else. (Conservative protests)

In view of allegations that have been made, what reports has been received about the methods of picketing, particularly in relation to the communications van of the NGA, which has been parked at Warrington works for four weeks with police permission, and which the police themselves have used during this period?

Are not these deplorable scenes of violence a direct outcome of the policy of the Government in dragging industrial relations into the law courts? (Further Conservative protests)

Mr. Denis Skinner (Bolton, Lab) said: "I am, and allowing any weired employer to use the courts of law as a weapon to win victory in an industrial dispute."

Can the Government not get it into its head that the key to

improving industrial relations lies in conciliation, not confrontation? (Labour cheers)

What action will the Home Secretary take as a member of the Cabinet to get the parties to the dispute round the table to sort out their difference by the time-honoured process of negotiation and conciliation?

How many more lamentable episodes like this shall we have to go through before the Government learns that vital lesson?

Mr. Brittan: I welcome Mr. Kaufman's condemnation of violence. I mean that he referred to counter-breach of the law in rather vague terms. If he has specific allegations to make, I would be grateful if he would and they will be investigated to the fullest extent.

He raised the matter of picketing and I will look at any specific allegations he wishes to make.

He referred to the TUC and what was said there. I am very grateful if he said Labour MPs expressed their full support for what the TUC itself said in its guidelines in 1979: "It is lawful for persons acting in contemplation or furtherance of a trade dispute to picket at or near a workplace or any other place, provided that they do no more than peacefully picket, and that they do not use force or violence, or threaten to do so, or use or threaten to use any other means of persuasion or intimidation."

If anybody believes that 4,000 people are needed to do that, do they think they are kidding? (Conservative cheers)

Mr. Norman St John Stevens (Chesham, Con): What is involved at Warrington is nothing to do with the Employment Act but with the breach of the principles and rights of people guaranteed by common law.

Will he invite the Leader of the Opposition (Mr. Neil Kinnock) to associate himself with this condemnation without the qualifications and wesset words we have just heard from Mr. Kaufman?

Mr. Brittan: Mr. St John Stevens is right. No changes in the statute law with regard to employment legislation have made any difference about what happened last night. Violence caused by mass picketing would have been unlawful before any of those changes as it is today.

We have tremendous responsibility in this House. We do not want to see those scenes repeated. One way to avoid it is for everyone to join in condemnation of it.

Conservative MPs shouted "Up, up, up" to Mr. Neil Kinnock, leader of the Opposition, who sat smiling at them.

The Speaker (Mr. Bernard Weatherill) called for order and added: "If Mr. Kinnock catches my eye at the end, he will be able to answer."

Mr. David Steel, leader of the Liberal Party, would give way to the Leader of the Opposition, of course, if he catches my eye.

There was a statement at lunchtime by the National Secretary of the NGA that tonight's picket will be an even larger force than yesterday's. It is the idea that there is a kind of spontaneous, detourist, political parties should not just refuse violence in general terms but specifically.

Mr. Brittan: I entirely endorse what Mr. Steel said. It is difficult to square any kind of picket with the law, with the document. I have in my hand inviting people to join the picket line in return for £25 for lost time.

Mr. Maurice Macmillan (Surrey South West, Con): The mere presence

of so many pickets has in the past been held to be intimidation in itself and this view has, in the past, been accepted by better leaders of the Labour Party than we have now.

Mr. Brittan said, exactly, that proposition had certainly been held in a court case.

Mr. William Hamilton (Fife Central, Lab): As he must be fair to these matters, what evidence other than that from the Chief Constable of Cheshire did he have?

Mr. Hamilton: The account I have given to what occurred, he must have failed to read any newspapers or to watch any television.

Mr. Edward Gardiner (Fylde, Con): I do not believe the law to be wrong. I do believe the law to be wrong. I do believe the law to be wrong.

Mr. Brittan: I do not share the view of the Deputy Leader of the Labour Party (Mr. Roy Hattersley) who said: "Those of us who believe the law to be wrong have to change it rather than break it."

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Afrikanerdom riven by bitter disputes on eve of referendum

From Michael Hornsby
Johannesburg

Afrikanerdom's deep divisions have been further exposed in the final hours of the emotional political campaign leading to tomorrow's white-only referendum on the proposed new South African constitution, already adopted by the white Parliament.

The prospect of a total split in the Broderbond, the semi-secret society of the Afrikaner elite, has emerged with the resignation from the organization of professor Carel Boshoff, its former chairman. An arch-conservative, he was forced out of the chairmanship last July but had remained on the executive council.

His resignation was provoked by the leaking of confidential Broderbond documents detailing the bitter disputes within the organization over the constitution, which would give limited political rights to the 850,000 Indians and 2.7 million mixed-blood Coloureds, while still leaving the country's 21 million black out in the cold.

The documents also expose the cynical *Realpolitik* behind the new constitution, which the majority of Broderbond members were persuaded to accept in return for assurances that white supremacy would remain unaffected and that Indians and Coloureds were only being offered a powerless

Black churchman held in Ciskei

Police in the tribal "homeland" of Ciskei have detained the Rev Smaagalis Mkhathshwa, Secretary-General of the Southern African Catholic Bishops Conference. He was arrested after a prayer service at Fort Hare University in Alice on Sunday (AP reports). He is an honorary officer of the United Democratic Front, a coalition of anti-apartheid organizations formed in August.

junior partnership in the apartheid state.

To diehard defenders of apartheid, such as Professor Boshoff, however, the constitution, limited as it is, is a betrayal of everything for which the Boers have fought. A son-in-law of the late Dr Hendrik Verwoerd, Professor Boshoff said the Broderbond had placed "the interests of a particular party (the ruling National Party) above those of the Afrikaner people".

Reformists seem to have struck a blow at the foundations of another citadel of Afrikaner conservatism with the decision last week by the Western Cape Synod of the all-white branch of the Dutch Reformed Church that apartheid was sinful when it took the form of racial discrimination.

Admittedly, this appeared to imply that it was not always, or necessarily, based on racism, but the synod said that the ban on marriage and sex between black and white was in conflict with scriptural, Christian ethics and church membership and services should be open to all.

The synod is the first authoritative body of the white Dutch Reformed Church to take this line, just as it was the first 47 years ago to urge the then government to ban mixed marriage and introduce apartheid.

Meanwhile, at weekend rallies across the country, the multiracial United Democratic Front (UDF), which was launched two and a half months ago, called on liberal whites to vote "No" in the referendum.

Speakers said the constitution would perpetuate apartheid and cause hatred between blacks on the one hand and Coloureds and Indians on the other. "No amount of plastic surgery can turn this Frankenstein's monster into a beauty queen", one said. Police arrested 40 UDF supporters in Cape Town.

In a statement from Pretoria, Mr Louis le Grange, the Minister of Law and Order, said he had reliable information that the banned African National Congress intended to disrupt the last few days of the campaign by violent means. He said the police would be well-prepared.



Combat casualty: A wounded Salvadoran soldier fleeing from an action in which left-wing guerrillas occupied the outskirts of Iloasco, 36 miles from San Salvador.

World pledges aid to victims

Survivors describe earthquake horror

From Rasit Gurdilek, Ankara

The death toll in Sunday's earthquake, which hit Turkey's two eastern provinces, kept mounting yesterday. The official figure of 980 dead is expected to go well over 1,000 as the military and civilian rescue teams work round the clock sifting the debris.

Hundreds of injured were under treatment at various local hospitals or were attended by the army doctors in the villages.

President Kenan Evren, accompanied by Mr Bulend Uysal, the Prime Minister, and several ministers, toured the stricken towns and villages yesterday, talking to the survivors and promising that all means available would be put at their disposal.

The Turkish Red Crescent and the Turkish Air Force continued to airlift tents, blankets, warm clothing and blood plasma, but delivery seemed to be hampered by landslides still blocking several roads, and showers and sleet which add to the misery of thousands of homeless families.

Help also came from abroad. An aircraft sent by the International Red Cross from Switzerland with a six-man rescue team and supplies, was followed by another Swiss plane carrying a 45-man team, 15 dogs trained to sniff out survivors under the rubble, and five tons of tents, blankets and equipment.

King Fahd of Saudi Arabia made a cash grant of \$10m (£6.5m), and governments and

charity institutions in West Germany, the United States, Japan, Kuwait and Pakistan were reported to have pledged aid.

Reports from the disaster area yesterday and scenes shown on television the night before with a persistent background of wailing, told stories of desperation, human suffering and miraculous survival.

In the village of Koyunoren, near the town of Narman in Erzurum province, where 125 people, most of them children, had died, Mr Demir Yildirim told reporters how the roof fell on the sleeping family and he survived while his wife, mother-in-law and seven children were buried alive.

Mr Levent Akin, the village teacher, was still searching for the missing 30 of his 92 pupils. Mr Abdullah Akbulut, who was pulled to safety after spending three hours buried under the wreckage of his home, had little reason to rejoice when he learnt that five of his nine children, aged from one to 15 years, had died.

Mr Abdullah Akbulut, the village headman of Koyunoren, pointed an accusing finger at the authorities. He recalled that his request that the village be moved elsewhere after a landslide in 1969 was refused because the ground was said to be firm. "There you see the firm ground," he said acidly, gesturing at the levelled village.

Jackson to join White House race



After months of speculation, the Rev Jesse Jackson, (above) the outspoken and controversial black civil rights leader, has finally announced that he is to seek the Democratic Party's nomination for the Presidency next year on a "rainbow coalition" of blacks, Hispanics, women and other minorities (Our Washington Correspondent writes).

His entry into the race brings to eight the number of major announced candidates for the Democratic nomination. His decision to run is a blow to Mr Walter Mondale, currently the front-runner, who had hoped to capture the support of black voters, an overwhelming majority of whom are Democrats.

Mr Jackson is formally to announce his decision in Washington on Thursday. However, he finally revealed that he had made up his mind to run on Sunday, first during a television interview and later after he had delivered a sermon in Atlanta. "Yes, I am going to be running," he told a group of black ministers.

Lagos stops politicians' London trip

Lagos (Reuters) - Nigerian security police seized the passports of two officials at the opposition Unity Party of Nigeria (UPN), who were about to travel to London at the weekend, and prevented them from leaving the country, a party spokesman said yesterday.

Party sources said the seizure probably followed a statement by a UPN official that the party intended to discuss with the London-based human rights organization, Amnesty International, the cases of more than 100 UPN members being held in Oyo state after violence there during elections in August.

The sources said the two men, Mr Ayo Osofisan and Mr Yemi Olanrewaju, had intended to see Amnesty officials in London to raise the subject. Police in Ibadan, Oyo state capital, have said they are holding 110 people in connection with 55 deaths during election violence in the state.

The Oyo police said their investigations into the deaths were complete and they were only waiting for the go-ahead from the state Director of Public Prosecutions to start court actions.

Oyo and the neighbouring Ondo state, saw the worst violence in presidential, national and state elections in August and September, which the UPN and other opposition parties alleged were rigged by the ruling National Party of Nigeria.

● LONDON: An Amnesty International spokesman said yesterday that the organization had written to the UPN in Nigeria and said it was true that party members had been detained and seeking more information.

Amnesty ends in confusion

Solidarity unsure of the quality of mercy

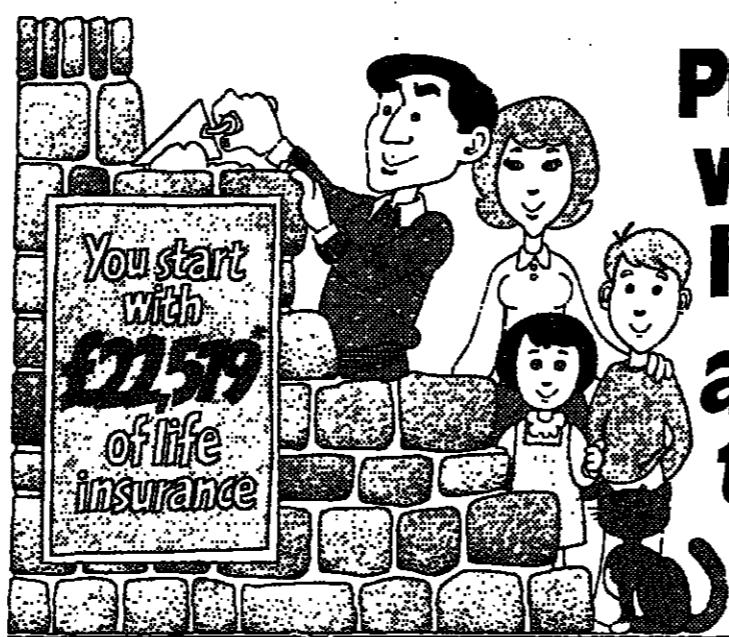
From Roger Boyes, Warsaw

This declaration was addressed to the Speaker of Parliament, who has directed it to the appropriate parliamentary committee. But the Sejm showed no sign of meeting yesterday, and informed sources said it would meet at the earliest towards the end of the week. That means it is legally impossible to extend the amnesty.

The Government is thus in the paradoxical position of encouraging the idea of another conciliatory gesture towards the underground but at the same time not being legislatively prepared to do so. Most sources thought that the amnesty would be extended *de facto* but not *de jure* until the Sejm convenes and the Parliament would then make the extension legal retroactively from this morning.

Little wonder that the underground, or indeed the nation, is confused. Similar bemusement has been caused by the new offer to allow leading political dissidents currently awaiting trial - even those charged with trying to overthrow the state - to leave the country.

The idea is presumably to disarm Western criticism about political prisoners - the freedom of the prisoners is one of the main Western demands as a condition for ending its sanctions against Warsaw. But the main source of public discontent with the Government yesterday was from shoppers, who had been told without warning or consultation through the new unions that butter rationing had been reimposed.



* These figures are based on the projected investment of a man aged 29 who contributes £30 net per month. The savings figure assumes an annual growth of 12.68% for the Multiple Growth Fund. This is the ACTUAL performance since July 74 when this type of plan was launched. While your life insurance cover is guaranteed, your cash value cannot be.

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Date of Birth Day / Month / Year Height ft ins Weight st lbs

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Lloyd's life

Syria insists on Lebanon ditching its peace treaty with Israelis

From Robert Fisk, Beirut

As leaders of Lebanon's principal militias and political parties gathered in Geneva last night for their first meeting in more than eight years of mutual and savage hostility, Syria was insisting that the Lebanese President and the other delegates to the National Reconciliation Conference here should start their talks by discussing the destruction of the unofficial peace treaty between Lebanon and Israel.

President Amin Gemayel had been hoping to postpone the topic until the end of the conference, but Mr Abdul Halim Khaddam, the Syrian Foreign Minister, emphasized at a private meeting with the pro-Syrian Lebanese National Salvation Front yesterday morning that the abrogation of Lebanon's treaty with Israel was a prerequisite for the success of the conference.

Mr Gemayel was under no illusion last night that Syria represents both the immovable object and the irresistible force behind the conference: with three Lebanese leaders - Walid Jumblatt, Suleiman Franjeh and Rashid Karami - on his side, Mr Khaddam can virtually dictate the agenda.

This appears to be exactly what he did when he gave lunch to the Lebanese opposition triumvirate at the home of Mr Issam Faris, a wealthy Lebanese businessman, in Geneva shortly before the conference began.

In his opening address last night, President Gemayel likened repeatedly of what he called "the conspiracy" against Lebanon, and emphasized the importance of the 1943 agreement that gave Lebanon its Christian Mafanite presidency and power-sharing Government. But he implicitly acknowledged the security interests of Lebanon's neighbours, and in an apparent reference to Syria, added that Lebanon could not "act independently of its environment and brethren when the issues of war and peace in the region are at stake."

Mr Gemayel, who significantly thanked the Saudis for more fulsomely than the Syrians in his speech, told his political allies and rivals: "Our country is dying... destruction affected us equally. It took our property and our belongings... and from each of us it snatched a brother, a son, a companion, a friend, a loved one". Mr Gemayel did not say that this was Lebanon's last chance, but he probably meant it.

The men who have alternatively made and broken Lebanon over the past eight years arrived at the Intercontinental Hotel here in a style that quite belied their ruthless militia origins, for the most part a series of waistcoated, dark-suited men with grey hair who might have been mistaken for genial elder statesmen.

A group of Druze and Phalangist officials - bloody adversaries in their own country - met by chance in the hotel lift during the morning and spent several seconds staring at each other with palpable suspicion until one of the Phalangists held out his hand with the words: "Hello, pal, how are you?"

The Druze had spent much of the morning complaining about the Syrian security arrangements for Mr Jumblatt, although the Druze leader - who had last been seen climbing into a golden Mercedes at Montreux with two extremely attractive blondes - did not at first appear to share this concern.

Nor did Mr Nabih Berri, the Shia Muslim "Amal" militia leader, who took his bodyguards out boating on Lake Geneva. But when Mr Jumblatt arrived in the foyer of the conference hotel last night he argued with Swiss security police, pointedly refusing to walk through a metal detector.

By five o'clock the nine principle delegates had decided to sit at a rectangular table layout. All apparently decided that they would not shake hands before sitting down, an agreement that did not take long to reach. None was reported to have noticed the name of the conference suite in which they gathered: *La Salle de Carnaval*.

Grenada: Invasion island still centre of dispute



Shells away: Field guns of the American 82nd Airborne open fire during an operation in Grenada.

Hawke refuses to send troops

From Tony Dubodan, Melbourne

The Federal Government has ruled out any participation by Australian forces in a proposed Commonwealth peacekeeping force in Grenada and at the same time has come out against American intervention.

The decisions reached at a Cabinet meeting in Canberra yesterday are a significant hardening of Australia's attitude to the situation in Grenada.

Initially Australia took an equivocal position with Mr Bill Hayden, the Foreign Minister, simply saying that Australia would be "uneasy and discomforted" if the intervention proved to be an external solution to an internal problem.

Trinidad says: 'We were not told'

Trinidad and Tobago complained yesterday that the Organisation of Eastern Caribbean States (OECS) had failed to consult it over the American-led intervention in Grenada (AFP reports from Paris). The Education Minister, Mr Overland Padmore, said this was because it had earlier indicated it opposed force. He told the Unesco conference: "It is probably because our position

did not conform to that of the OECS that we were not consulted."

● HAMBURG: Two West German students just back from Grenada said they saw no evidence that the foreign community felt threatened by the island's military rulers after the shooting of the Prime Minister, Mr Maurice Bishop (Reuters reports). "The foreigners did not feel under threat or

Australian officials are expressing increasing concern that 1,600 American troops have not yet been able to flush out a few hundred Cubans.

● WELLINGTON: The Cabinet yesterday stopped short of formally endorsing the US invasion of Grenada but accepted that Cubans had been constructing a military installation there that could have been destabilizing to the security of the region (W. P. Reeves writes).

Mr Robert Muldoon, the Prime Minister, indicated that New Zealand would be prepared to contribute to a peacekeeping force, if this were requested by the Commonwealth.

in danger, even during the curfew until the invasion.

● LONDON: Mr Ron Brown, Labour MP for Edinburgh, Leith, called on the TUC to back a boycott of the 1984 Olympic Games in Los Angeles in protest against the American invasion of Grenada. He urged the TUC to follow the example of Australia's largest union, the Engineering Workers, which had already suggested a boycott.

Secret vote led to fall of Bishop

From Mohsin Ali, Washington

A Grenadian Embassy official in Havana has said that the events which led to the death of Mr Maurice Bishop on October 19 began at a secret meeting in Grenada in September.

The Central Committee of the New Jewel Movement, Mr Bishop's party, said he would have to share leadership with Mr Bernard Coard, the Deputy Prime Minister.

The Grenadian official, told *The New York Times* in Havana that the committee decided on September 14 to allow Mr Bishop to continue as head of state. But Mr Coard would privately assume control of the economy and party matters.

The official said Mr Bishop then tried to float a rumour on Grenada that Mr Coard and his wife, Phyllis, also a Central Committee member, were trying to kill him.

The party decided to place him under house arrest on the pretext that counter-revolutionaries might try to kill him.

France frees Libyan

Paris - France has released an alleged Libyan terrorist, Mr Said Rachid, who is wanted by Italy in connection with the murder of five opponents of Colonel Gaddafi's regime (Dina Geddes writes).

Mr Rachid was allowed to fly back to Libya after the Appeal Court in Paris ordered his release from prison, where he had been detained since his arrest on October 7.

The court explained that no extradition request had been received from Italy within the 20 days laid down in the Franco-Italian Treaty of 1870 and that France itself had no case against the Libyan.

Kuwait buys Hawk jets

British Aerospace has received an order thought to be worth about £70m to supply 12 Hawk military jet aircraft to Kuwait within about two years. Kuwait is expected to use the Hawk as an advanced trainer, but also operationally in air defence and ground attack roles.

Still searching

Hongkong (AFP) - Chinese ships have picked up a radio transmitter and four life-vests on the US oil drilling ship *Glomar Java Sea*, missing in the South China Sea for nearly a week. No survivors have yet been found, but the search continues.

Long way round

Brisbane (Reuters) - The 40-year-old Australian long-distance runner, Ron Grant, a bread salesman, arrived exhausted to a hero's welcome after running 10,364 miles around Australia in 217 days. He wore out 14 pairs of shoes.

Corn shortage

Harare (AP) - Zimbabwe, one of Africa's few food exporters, has been forced to ration maize and wheat after two years of devastating drought, the Government said yesterday.

Record crop

Peking (Reuters) - China will harvest a record grain crop this year, beating last year's record of 353.43 million tonnes, according to Mr Tian Jiyun, a Deputy Prime Minister.

Switch to TV

Sydney (AP) - Mr Geoffrey Whitehead, the British Director-General of Radio New Zealand, has been appointed managing director of Australia's National radio and television network.

Kohl in Japan

Tokyo (Reuters) - Chancellor Helmut Kohl of West Germany arrived last night on a four-day official visit.

Shorter week

Budapest (Reuters) - Hungary's Communist Government has ruled that some factories can cut their employees' working week to 40 hours.

China visit

Peking (AFP) - Mr Gaston Thon, president of the European Commission, is due here today for a five-day visit.

Superbloom

Tours (Reuters) - An amateur gardener M Francois Santini, says he has beaten his own world record for a chrysanthemum - 688 flowers on a single plant. He owns a fertilizer company.

Supertree

Peking (AP) - A large evergreen tree, dating back to the age of the dinosaurs 150 million years ago, has been unearthed in Sichuan province. The fossil has a trunk 22ft and up to 32in in diameter.

Druze rebels in mountain fight with Army

Beirut (Reuters) - The Lebanese Army clashed with Druze insurgents in the mountains east of Beirut yesterday, before the start of reconciliation talks in Geneva, shattering a rare calm on the battlefronts.

Military sources said the fighting, with artillery and machine-guns, started just before noon around Lebanese Army positions in the strategic mountain town of Souk al-Gharb, breaking the ceasefire after a 24-hour lull.

The sources said about 50 shells were fired into the area, at the rate of one shell per minute.

Souk al-Gharb, seven miles east of Beirut, bore the brunt of the fighting between the Army and Syrian-backed anti-government forces in September.

UN puts pressure on Iran over Hormuz

From Zoriana Pysariwsky, New York

The UN Security Council yesterday affirmed the right of free navigation and commerce in the international waters around the Gulf and called upon Iran and Iraq to end the war which could limit access to sea-lanes.

Twelve members voted for the measure to try to stop Iran carrying out its threat to close the Strait of Hormuz. There were no votes against, but Malta, Pakistan and Nicaragua abstained in what was largely a French-inspired and strongly promoted campaign.

The resolution also condemns implicitly Iraq's military operations against civilian targets in Iran and calls on the two sides to refrain from any action that might endanger peace and

security as well as marine life in the Gulf region.

● TEHRAN: Iran sealed off one of three sources of the leak which has been allowing 2,000 gallons of oil a day to flow into the Gulf from the Now Ruz field since March, when it was bombed by Iraq (Asahi News Service reports).

Iran had no help from industrially advanced countries in sealing the leak in an operation which took 40 days.

● BAGHDAD: Iraq said its Navy and Air Force had destroyed three Iranian naval vessels near the Iranian port of Bandar Khomeini at the head of the Gulf and two others had been wrecked by Iraqi mines round the port (Reuters reports).

Damage to new airport feared

By Rodney Cowton, Defence Correspondent

The new airport at Point Salines in Grenada (right), the military potential of which has been causing the Americans concern, appears to be comparable with the civil airports in neighbouring islands.

The idea of building a new airport to replace the limited facilities at Pears in the north of the island has been talked of for nearly 20 years, and but for the American invasion it would have opened on March 13 next year.

It is said that before the American action about 85 per cent of the civil engineering and building work, being done largely by Cubans, was complete, while about 60 per cent of the technical equipment by Plessey Airports had been finished.

However, people familiar with the project fear that work will have been greatly set back through premature use of the airport by the Americans.

The airport will have one runway, 9,000ft long, said to be very close to the minimum length for which wide-bodied jets can operate.

It will not have radar, but will have a number of navigation aids, including a non-directional beacon and a VOR,

which is a short-range radio navigation aid.

All these facilities appear to be directly comparable with those at the international airports on Antigua, Barbados, St Lucia and Trinidad, though Barbados has a longer runway of 11,000ft and Trinidad one of 10,500ft. Both Barbados and Trinidad already have instrument landing systems.

A spokesman for Plessey Airports said the terminal facilities had been designed to enable it to cope with one wide-

bodied jet with about 350 passengers at a time.

When the People's Revolutionary Government seized power in March, 1979, it made efforts to raise the necessary funds through the International Monetary Fund and other sources. The Americans refused support for the project, but the British backed the £6.5m contract won by Plessey.

The EEC provided support for a number of projects on the island.

Lay-down-arms call by Sir Paul

The radio address given by Governor-General Sir Paul Scoon in St George's on October 28 was:

Fellow Grenadians: I speak to you today as your Governor-General and as one who has great faith in the Grenadian people. I am confident that you will find the courage to put those tragic events of the past two weeks behind you and join with me in the task of restoring your country to its normal, peaceful way of life. At this trying period of our country's history we must be guided by thoughts of reconciliation, forgiveness, and reconstruction. Our energies must be devoted to restoring the process of democratic life through freedom and human dignity to all our people. At the same time, we must insist on high standards of morality in public life. There is no need here for me to enumerate the tragic and un-Grenadian events which led to the death of Prime Minister Maurice Bishop and three of his Cabinet colleagues.

Innocent men, women, and children were also killed or injured. To say the least was deeply saddening and I shall like to extend heartfelt sympathy to the bereaved families. The killing of Prime Minister Bishop and the subsequent control of our country by the People's Revolutionary Army so horrified, not only Grenadians but the entire Caribbean, the Commonwealth and beyond, that certain Caribbean states, with the support of the United States of America

decided to come to our aid in the restoration of peace and order.

Of course, intervention by foreign troops is the last thing one would want for one's country. But in our case, it has happened in deteriorating circumstances, repugnant to the vast majority of the people of Grenada, the people who live and work here, and of whom I am well advised have welcomed the presence of these troops as a positive and decisive step forward in the restoration, not only of peace and order but also of full sovereignty that's enabling our democratic institutions to function according to the expressed wishes of the Grenadian people at the earliest possible time. So to say, it is known that the People's Revolutionary Army, the PRA, had in its possession an incredible amount of foreign sophisticated weapons.

I wish to thank the countries involved for coming to our assistance so readily and I call upon you, the people of Grenada, to give your fullest cooperation to the peacekeeping force in our country. Col. Barnes of Jamaica has been appointed commander of the peacekeeping force. In these difficult times, I would endeavour to do my best, as I have done in other circumstances since my appointment as Governor-General on September 30, 1978.

It is my intention in the next few days to appoint in my own deliberate judgment, a representative body of Grenadians to assist as

an interim measure in administering the affairs of our country. This administration will comprise persons of integrity and ability. Let it be clearly understood that this will not be a bad administration of politicians. This interim administration will provide us with the necessary breathing space to enable arrangements to be made for an early return to full constitutional government by way of general elections.

All government employees must report to work on Monday, October 31, and I hereby ask the business community to reopen their doors to the public as from today. Schools will reopen on Monday morning, October 31. Meanwhile, in order to facilitate the work of the peacekeeping who will be on patrol at night and for your own safety and protection, I urge you to stay indoors from eight o'clock in the evening until five o'clock in the morning until further notice.

In conclusion, I hereby direct the members of the People's Revolutionary Army and the militia, who are still armed, to lay down their arms. You will be told shortly when and where you should hand in their arms prior to the formal disbandment of the army. I wish to assure you that every precaution will be taken for your personal safety, like any other Grenadian citizen.

Ladies and gentlemen, the task ahead is difficult, but I know with your cooperation and God's help, we shall succeed. May God bless you all.

WINDSCALE



Children play on a Caribbean beach in the shadow of Windscale as scientists test for radioactive pollution

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Joint action with US can turn Lebanon into island of tranquillity, says Shamir

From Mohsin Ali, Washington

Mr Yitzhak Shamir, the Israeli Prime Minister, said here yesterday that Syria could and must be persuaded that its designs on Lebanon would not be permitted to take place. He said in a prepared speech to the National Press Club: "A Syrian takeover of Lebanon will have a devastating impact on the entire region, on the chances of peace, and on Soviet influence throughout the Middle East. Conversely, the achievement of a free and independent Lebanon will be a boost to the peace camp and to the influence of the free world in our part of the world."

President Reagan and Mr Shamir after two days of talks had announced the setting up of a joint United States-Israeli political-military committee for strategic cooperation in such areas as combined planning, joint manoeuvres and the stockpiling of American equipment in Israel.

Mr Shamir, in his prepared text yesterday, said that, in spite of the ravages perpetrated by the terrorists and the Syrians, Lebanon could still be saved.

and become an island of tranquillity in the eastern Mediterranean.

He said that the United States Marines in Lebanon, together with the other soldiers in the multinational force, were "an important contribution to stability that is consonant with the role that the United States is playing against totalitarian aggression."

We in Israel believe that close cooperation between the United States and Israel can go a long way towards securing our common goals, which are a free and independent Lebanon, the withdrawal of all foreign forces, including terrorists, from Lebanon, and the implementation of the Israel-Lebanon agreement of May 1981. Syria can, and must, be persuaded that its designs on Lebanon will not be permitted to take place," Mr Shamir said.

The crucial question of the withdrawal of all Israeli, Syrian and PLO forces from Lebanon will be discussed by President Gemayel of Lebanon and President Reagan at White House talks here today.

Mr Shamir said that peace

Leading article, page 15

Floating HQ for America's Gulf force

From Our Own Correspondent, Washington

The US Rapid Deployment Force (RDF), which is responsible for protecting American interests in the Gulf and the Indian Ocean area, is establishing a small forward headquarters on a navy ship stationed in the region.

The RDF now comes under the US Central Command. This has its main headquarters at MacDill Air Force base at Tampa, Florida. It can draw on

a pool of about 230,000 Army, Marines, Air Force and Navy personnel for rapid deployment in a region covering some 20 nations.

Pentagon officials said that the new 20-man forward headquarters would be based on the LaSalle, the command ship of the Navy's Middle East force.

This has about five ships in the Indian Ocean and the Arabian Sea. The LaSalle is an old amphibious transport converted

into an auxiliary command ship.

The United States had been seeking a land-based forward headquarters but had not won acceptance from any of the pro-American Governments in the region.

US forces regularly hold joint exercises with those of Egypt, Sudan, Somalia and Oman. There is also extensive US military assistance to Saudi Arabia and Gulf states.



Kidnap drama: Mr Alfred Heineken, holding a refreshing glass of his famous lager; centre, the four main suspects still on the run (clockwise, from top left: C. van Hout, F. Meijer, W. F. Holleeder and R. Griffhorst); and the hidden cell, where he was held since November 9.

Returned prisoners attacked

From Moshe Brillant, Tel Aviv

Six Israeli prisoners of war who were exchanged last week for some 4,500 Arabs were publicly criticised this week by military and civilian figures in a backlash against their triumphant homecoming reception.

Lieutenant-General Rafael Eitan, who was chief of staff when they were captured in Lebanon on September 4 last year, said that the military command should consider court-martinning them, he said that the six and two others still in captivity, had surrendered without putting up a fight although they had outnumbered their captors.

Addressing the Rotary Club in Tiberias, General Eitan added that they had conducted themselves disgracefully

Details of an Israeli plan to resettle Arab refugees in the occupied territories were disclosed in London yesterday by Mr Mordechai Ben Porat, the chairman of the Israeli ministerial commission on the refugee problem appointed last year.

Speaking at the second international conference of the World Organisation of Jews from Arab Countries Mr Ben Porat said that Israel aimed to rehabilitate "within its boundaries" the Palestinian refugees, "whose situation has been perpetuated over the past 35 years by the Arab states".

His detailed exposition of the plan made it clear, however, that the boundaries in question were those of "greater Israel", including the West Bank and the Gaza Strip, and that Israel aimed to resettle only those refugees already within the area

Israel to resettle Arabs in West Bank and Gaza

By Edward Mortimer

under its control, not those at present in the Arab states. The minister said that 40,000 Palestinian Arabs were permitted to return to Israel after 1949, and a further 70,000 refugees were allowed back into the occupied territories after 1967. This was already "a big contribution of the state of Israel to solve this problem".

The political aspect of the problem was "bound up with the overall Arab-Israeli conflict and, therefore, can be resolved only when Israel's neighbours follow Egypt's example and negotiate a peace treaty with Israel".

This would be done by the following:

- Establishing new housing quarters for the population, aimed at improving living conditions for all the refugees over a five-year period.
- Bringing the camps within neighbouring municipalities or giving them municipal status in their own right.
- Allotting land and financial aid to a "Build Your Own Home" programme.
- Gradually integrating the educational facilities of the United Nations Relief and Works Agency (UNRWA) into Israel's national school network.
- Taking all these steps "in full co-ordination" with UNRWA.

The last two items seem bound to run into difficulties because UNRWA is a UN agency which also operates in Arab countries. The Arab view, supported by the UN, has so far been to oppose any resettlement of the refugees in their present areas of residence so long as their is no political settlement.

Mr Ben Porat quoted a UN General Assembly resolution of 1977 urging Israel "to take effective steps immediately for the return" of refugees who had been rehoused outside the camps in the Gaza Strip.

A further question-mark over the scheme, which Mr Ben Porat said had been presented to the Israeli Government on November 20, is finance. He said that Israel would begin implementing it "to the extent that the enlightened world and all the people of good will aid in financing it".

The previous speaker at the conference, a representative of Syrian Jews, expressed gratitude to President Hafez al-Assad of Syria for lifting various restrictions and giving Syrian Jews "a certain sense of security", though without changing their status as second-class citizens deprived of various rights including the right to emigrate. He expressed grave concern, however, about what might happen to Jews in Syria if the Assad regime were overthrown and there were political chaos.

Spacelab furnaces create new alloys

Houston (AP) - Astronauts turned the European Spacelab into a factory yesterday, firing up three powerful furnaces to melt and mix metal samples and create exotic alloys impossible to manufacture on Earth.

The furnaces, generating heat of up to 3,800°F melted silver, aluminium, zinc and gadolinium causing them to mix in different combinations and become exotic alloys.

Experts hope the experiments will lead to development of space factories where molten metals could be mixed to create alloys with unique properties. Many such alloys are impossible to make on Earth because gravity causes the molten metals to separate.

Germans fight for manuscript

Hamburg (Reuters) - Residents of Brunswick have raised more than 400,000 marks (£100,000) in a bid to buy back a unique twelfth-century illuminated manuscript depicting the life of Henry the Lion, Count of Saxony and Bavaria, to be auctioned in London next Tuesday.

The Land government of Lower Saxony plans to add whatever else is needed to regain it. A price of more than £2m is expected at the Sotheby's sale.

Brake failure

Cairo (AFP) - A Sudan Airways Boeing 727 crashed into three service vehicles at the airport here while carrying out braking tests in a parking area. The vehicles were destroyed by fire.

Oil sale blocked

Los Angeles (Route) - A federal judge has blocked the United States Government's sale of oil-exploration leases off the California coast on the grounds that irreparable damage would be caused and it would be against the public interest.

Spider hunt

Sydney (Reuters) - Posters showing portraits of the black, two-inch long, European spider - one of the world's deadliest - went up here asking people to look out for it so that scientists can extract its venom and develop a vaccine against it. In 20 years it has killed 16 people in the area, its only habitat.

Top jurist

Tel Aviv - Mr Justice Meir Shamgar, who acquired his law degree from London University while interned in a British detention camp in Kenya from 1944-48 as an Irgun Zvai Leumi terrorist, has been installed as president of the Israeli Supreme Court.

Short sighted

Moscow (Reuters) - A "large opticians" centre recently opened here has teams of specialists, the latest eye-testing equipment and sumptuous chairs for people awaiting treatment but no glasses, the newspaper *Trud* complained. It would be 1985 at the earliest before this state of affairs improved.

Fighting flares in Beirut as Gemayel flies out

From Our Correspondent, Beirut

Sporadic fighting flared in Lebanon yesterday as President Amin Gemayel flew to the United States for talks with American officials on the future of his country.

Beirut international airport, long the symbolic barometer of military conditions in Lebanon, was closed shortly after sunrise when mortars and artillery shells pounded the runways. The airport was closed to all traffic during the September civil war.

Middle East Airlines, the national carrier, began diverting aircraft to Larnaca, in Cyprus, and Lebanese officials - including Mr Chafic Wazzan, the Prime Minister began talks with various militias to secure the landing zone from future attacks.

The state-run Beirut radio also reported that Lebanese Army positions in the central mountains near Souk el-Gharb suffered heavy artillery shelling from Druze-held positions and that Druze and Christian militias exchanged fire in the Kharrub region at the southern end of the mountain range.

Yesterday's skirmishes marked the third consecutive day of serious violations of the September 26 ceasefire accord in Lebanon. The resumption of hostilities coincided with Mr Gemayel's overseas visit, first to Italy and then to the United States.

Mr Gemayel is due to meet President Reagan today to discuss new options for getting foreign forces out of Lebanon and renewing the "national reconciliation conference" held by Lebanese leaders from October 31 to November 4 in Geneva.

The US-negotiated agreement of May 17 in which Israel pledged to withdraw its troops from Lebanon in exchange for

various concessions from Lebanon has proved to be a stumbling block for Christian and Muslim leaders trying to negotiate a new power-sharing formula.

Shells from Druze-held positions in the central mountains fell on Beirut's port area on Monday for the first time since the September civil war. On Tuesday, shells fell on Christian east Beirut, killing six people.

Schools in Christian neighbourhoods were closed yesterday following a threat of further shelling by the Progressive Socialist Party, which is headed by Mr Walid Jumblatt, the Druze leader. The PSP claimed on Tuesday that its forces were being fired on. "We are determined from now on to return fire severely and fiercely", it said.

In a statement yesterday, Mr Jumblatt's party warned the Lebanese Army and rightist Christian militias to "evacuate all public utilities and multinational camps and positions", including the airport, the port and the power station, "to preserve them".

PARIS: The French Ministry of Defence announced that a French Lynx helicopter from the frigate Duplex was lost on Tuesday night in an accident in the waters near Beirut. A least two of the three crew died. French military officials in Beirut declined to discuss the incident.

Bear boom

Gland, Switzerland (AP) - Polar bear numbers in all areas of the Arctic have doubled in the past 10 years, the World Wildlife Fund reports here as a result of co-operation between the US, Soviet Union, Canada, Greenland and Norway.

Ford backs US-Soviet summit

By Henry Stanhope, Diplomatic Correspondent

Mr Gerald Ford, the former US President, yesterday came out in favour of summit meetings between President Reagan and President Andropov next year, but only after careful preparation in Washington and Moscow.

The Vladivostok accord on strategic arms which he signed with Mr Leonid Brezhnev in December 1974, was possible only after 85 per cent of the detail had been previously agreed by Dr Henry Kissinger and Mr Andrei Gromyko, who were then Foreign Ministers, he said.

A summit next year could put the finishing touches to a US-Soviet treaty on intermediate-range nuclear forces in Europe, which he still thought possible despite the recent Russian walk-out from the Geneva talks.

He foresaw the Russians returning to the negotiating table in the spring after the reassessment of their position which was now going on in Moscow. They must be very disappointed after their failure to stop the deployment of new American missiles in Europe or to split the Western alliance.

But they stood to gain nothing by refusing to negotiate, he added.

Speaking to journalists over a working breakfast at the English-Speaking Union in London, he was critical of Washington's process of consultation with Britain and other allies before last month's military intervention in Grenada.

On the other hand he did not think that agreement would necessarily have been reached

between President Reagan and Mrs Margaret Thatcher, the British Prime Minister, even if consultations had continued for a month, and he considered that the US decision to act had been "absolutely right".

"The last thing we should do is to nit-pick over issues like that when there is so much solidarity over the big ones", he said pointing out the cohesion between NATO governments over missile deployments in Europe.

He hoped that Mr Reagan would run for the White House again next year, and thought that the world win. Last night, Mr Ford was delivering the English-Speaking Union's annual Churchill lecture on what would have been Sir Winston's one hundred and ninth birthday.

South Africa Ignorance is bias

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Government projects such as the £66.5 million Medunsa medical university ensure that the increasing demands on South Africa's human resources are met.

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a relatively small part of the picture. Many aspects of South African life have changed - and are changing at an ever-increasing rate. The future is exciting because we have the people, the dedication and a buoyant economy to enable us to keep on providing opportunities and improving the quality of life of all our people.

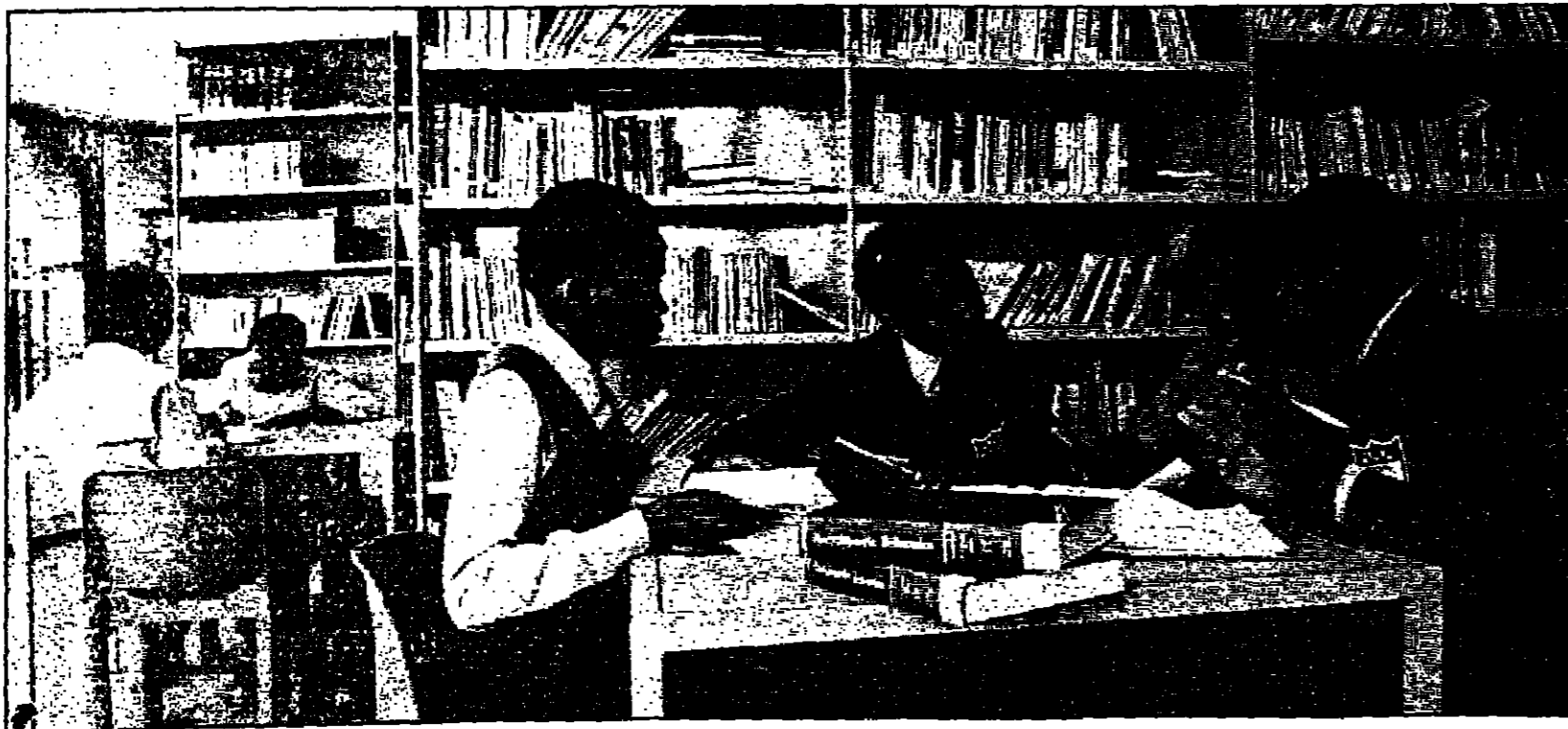
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SPECTRUM

moreover...
Miles Kington

What a lot of rubbish

The new American director of Sotheby's says that as he has not run a business before and does not know a great deal about art, he will do a lot of talking and listening at Sotheby's "because people are the most precious asset we have".

Curiously enough, we at Moreover Holdings Inc have found the same thing at our auctions. Only last Thursday we had a sale of precious people, and he may find some useful tips in this abbreviated transcript of the proceedings...

Auctioneer: Ladies and gentlemen, welcome to today's sale of important twentieth-century people. Lot 1 is an assorted bundle of valuable left-overs from Coronation Street a TV programme. No legal case is pending on any of them. I suggest we start at £50,000.

Bidder: £20,000.

Auctioneer: Gone, to the gentleman from The Sun newspaper. Lot 2 is Mr Geoffrey Boycott, a cricketer, no longer needed by Yorkshire County Club.

Attendee: May I have a word with you? (He whispers to the auctioneer.)

Auctioneer: Unfortunately, it seems that Lot 2 may possibly be needed for another year, so he is regrettably withdrawn. Lot 3 is described as a supergrass from Belfast. Mr Sean McNook has been until recently employed by the IRA, an illicit but exciting organization in Northern Ireland, and can now be bought for the spread of further knowledge. Do I hear...

Attendee: Another word with you, sir. (More whispers.)

Auctioneer: Lot 3 has apparently indicated he is too nervous to continue in the auction. I hope we do not have many more of these withdrawals. I never have this kind of trouble with eighteenth-century landscapes. Now, Lot 4 is an art specialist, recently released by a major art-house, who is expert in the authentication of works of art. I would like to start at £60,000.

Bidder: Excuse me, but does this mean he is prepared to authenticate fakes, ascribe minor works to major talents, draw in signatures where necessary, etc?

Auctioneer: Of course. £60,000... 70... 80... gone! Lot 5 is a personage recently employed by breakfast television, now free for engagements. Do I hear £40,000?

No? Well, let's be realistic. Do I hear £5?

Bidder: £2.

Auctioneer: Gone! Lot 6 is a gentleman who has unfortunately been forced to resign from the Tory Party due to a peccadillo with his secretary. Who will offer me £150,000?

Bidder: I will give that for the secretary.

Another bidder: I will give £200,000 for her if she can spell peccadillo.

Auctioneer: Done! Now we come to Lot 7, a recently retired head of a major party. Do I hear any bid at all?

Lot 7: You know, and I think we do know, I have been the victim of a press vendetta of such, and I do mean such, scurrility, that one has to go back to, at the very least, a great many years in the past, not that we do not have a future, we do have a future, and a very great future too, I think we can safely say that we do indeed have a future in this great movement of ours...

Auctioneer: So let us move straight on to Lot 8, a mixed bag of unsuccessful Booker Prize candidates.

Bidder: I think I speak for all of us when I say we wouldn't bid for a Booker Prize winner.

Auctioneer: Fair enough. Lot 9, then, and the prize of the sale, a contemporary American committee composed of one black, one woman, two Jews and a cripple. What do I hear?

Jew: You hear me! I ain't a Jew! He's a Jew, but I'm a Hispanic. You gotta have a Hispanic on a committee these days.

Auctioneer: Sorry. One Jew and one Hispanic. What do I hear?

Black: You ain't heard nothin' yet, man.

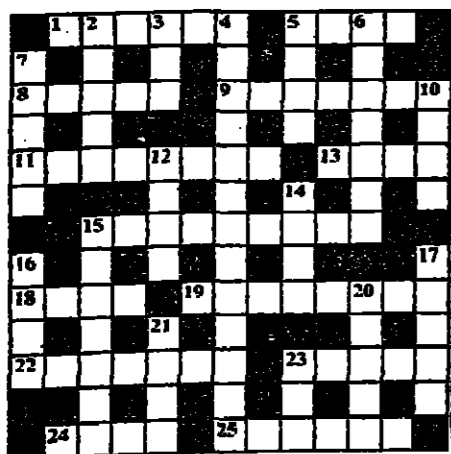
Woman: You think it's hard being black? Try being a woman!

Cripple: What about me? I'm a handicapped, Polish woman who's unemployed.

Bidder: £50,000.

Auctioneer: Gone, to the man from Channel 4.

CONCISE CROSSWORD (No 190)



- ACROSS**
- 1 Hundred grams (6)
 - 5 Wharf (4)
 - 8 Short of breath (5)
 - 9 Search through (7)
 - 11 Regal position (8)
 - 13 East Anglia flatlands (4)
 - 15 Equally (4,5)
 - 18 Ellipsoid (4)
 - 19 Acclaim (8)
 - 22 High level area (7)
 - 23 Strike (5)
 - 24 Finish (4)
 - 25 Comprise (6)
- DOWN**
- 2 Like whimsical child (5)
 - 3 Playing (3)
 - 4 Nude film (6,7)
 - 6 Demonstration (4)
 - 7 French castle (7)
 - 10 Sharp point (5)
 - 12 Dependable (4)
 - 14 Standard Oil (4)
 - 15 Rustic (7)
 - 16 Poultry cage (4)
 - 17 Jaunty (5)
 - 20 Not whispered (5)
 - 21 Military vehicle (4)
 - 23 Soviet secret police (11,1)

SOLUTION TO No 189
ACROSS: 1 Bag 13 Cull 16 Chew 17 Heaths 18 Bogol 11 Key 21 Cleric 22 Sang 23 Thru 25 Pew 20 Ever 29 Absolve 30 Femme fatale
DOWN: 2 Appal 3 Onyx 4 Tuck 5 Linky 6 Know how 7 Blockbuster 8 Flower power 12 Exhort 14 Thy 15 Malles 19 Genette 20 ECT 24 Hail! 25 Prant 26 Waif 27 Fast

In their quest for relics of the Raj, Jan Morris and Simon Winchester discover a granary like a beehive, an operatic tunnel and some undistinguished churches

Land of the houses of wonders

Captain Garstin's masterpiece

From a boat sailing down the holy Ganges at Patna, in Bihar, one may see a queer and wonderful building protruding above the straggly junipers and acacias that line the bank. It looks rather like a huge white old-fashioned beehive, dominating the flat-topped houses of the town, and any ramble through the more down-to-earth structures of the British in India, the structures of trade, technique, profit and pleasure, may very well begin with it for its appearance is extraordinary, its purpose was purely utilitarian.

It is the Gola, a granary built by the British in 1786 as a precaution against famine, and known to Patna people as Golghar, the Round House. It was designed by Captain John Garstin, Bengal Engineers, a quarter of a century before his Town Hall in Calcutta (and thirty-four years before his death - he is buried beneath a properly architectural catafalque in the South Park Street Cemetery in Calcutta). The Gola is the one building that gets him into textbooks and architectural treatises, and is indeed much the most famous of the purely practical structures of the Raj; and this is because, though it turned out to be an abysmal failure, it looks at once functional and excitingly symbolic. It was a pure work of engineering technique, but it was touched, whether by chance or calculation, with the machismo of the imperial presence.

The singular shape of the Gola probably had Indian origins, for the indigenous had been building conical granaries for centuries. The scale of it, though, was unprecedented. Built of stone slabs, it was 90 ft high, and 426ft round at ground level. The idea was that grain would be poured into the Gola through a hole in the top, allowing it to spread all over the floor, and build up in decreasing diameter to the summit. Spiralling up the outside of the huge cone, accordingly, Garstin

built two brick staircases; the workmen, labouring up one side and emptying their grain-sacks into the summit orifice, stumbled down the other side for more (and once a visiting Nepali prince galloped his pony all the way up, all the way down, for the sheer panache of it).

The building has always fascinated travellers, and people have often read deeper references into its shape. Was it meant to represent the thrifty garnering of the bees? Was it, as the architectural historian Sten Nilsson has wondered, derived from the architecture of the palaces then popular among the designers of revolutionary France, buildings at once mysterious and allusive, globe-temple, pyramid? Garstin himself evidently saw something heroic to his hefty functionalism, and had this inscription carved upon the side of the building:

No 1
 In part of a general Plan
 Ordered by the Governor-General and Council
 20 January 1784
 For the Perpetual prevention of Famine
 in these Provinces
 This Granary
 Was erected by Captain John Garstin, Engineer
 Completed on the 20th July 1786

First filed and publicly closed by... But the rest is blank. Though the Gola has been used in time of famine, and indeed is habitually stocked with quantities of grain to this day, it was never filled to the top, and was never used as Garstin intended it - as a perpetual grain store that is, always kept stocked for emergencies. Nobody really knows why - "it was found", simply wrote Emily Eden in 1837, "to be useless" - and it is certainly not true, as frivolous guidebooks suggest, that its only door was made to open inwards, thus preventing entrance anyway when the granary was full. It is true, though, that the usual emptiness of the building gave it its popular fame: for the acoustics of the Gola are prodigious, and tourists loved it from the start. There was never a more startling whispering-gallery.

The most truly operatic of railway

STONES OF EMPIRE. The Building of the Raj, by Jan Morris with Simon Winchester (Oxford University Press £15) published November 10.

MAX HARRISON meets Philip Glass, the composer who has been called the thinking man's pop musician

Sound of success

Superstars are expected to be predictable, to have a standardized product upon which their legions of fans can rely. Yet Philip Glass, undeniably a musical superstar in New York, is not like that at all. Perhaps this is because it has taken him so long to reach his present position, and the journey is not yet over. The popularity is anyhow incidental, and he says of his work: "I've always thought of it as concert music. I've never tried to popularize it."

Certainly Glass's background and his present operatic preoccupations seem improbable for one who is now facetiously spoken of as having brought together the audiences for "serious" music and rock 'n' roll. His grandparents were orthodox Jews from Russia and Lithuania, and he was born in 1937 in Baltimore, where his father managed a record shop. Something of a prodigy, he studied the flute at the Peabody Conservatory from the age of eight, took a Chicago University degree in mathematics and philosophy at 19, and in 1962 got his master's degree in composition at Juilliard: a respectable beginning.

Like countless American composers before him, he studied with Nadia Boulanger in Paris, yet it was there, in 1965, that events took an unexpected turning. He believes, with some justification, that Europeans enjoy discovering new American artists before Americans do, but it was in Paris that Glass began to discover himself. Working on the music for a film with Ravi Shankar confirmed an interest in non-western music which had begun during an earlier trip through North Africa. In particular, he became concerned with the primacy given to rhythm, and with the working out of elaborate rhythmic processes over long periods of time.

He moved thus out of "a combination of desperation and frustration. I hated the music that was all around me; the Paris scene was dominated by Boulez, Stockhausen, a sort of dictatorship of contemporary music, and I wanted to start somewhere else."

Understandably, he saw his reaction in personal terms, yet unbeknown to him, or to each other, several American composers of his generation, including Steve Reich and Terry Riley, were discovering principles similar to those on which he built his own new pieces.

What Glass, specifically, had arrived at was a music which "was extremely tonal, often based on as few as five or six notes; there was no harmonic change, but a strong rhythmic steadiness." There was much repetition, and a minimum amount of musical material; in effect, the new movement was a reaction against what has been called the twentieth-century information overload.



Glass: the man who re-invented opera

It is ironic that Glass, having found a path of his own, now experienced the sort of audience hostility that had earlier been the lot of Schoenberg, Stravinsky and company. Among his first representative scores was *Music in Twelve Parts* (1969), and this, Glass remembers, "was the piece during which people would decide whether they were going to stay at the concert. After the first two minutes half the audience would get up and walk out."

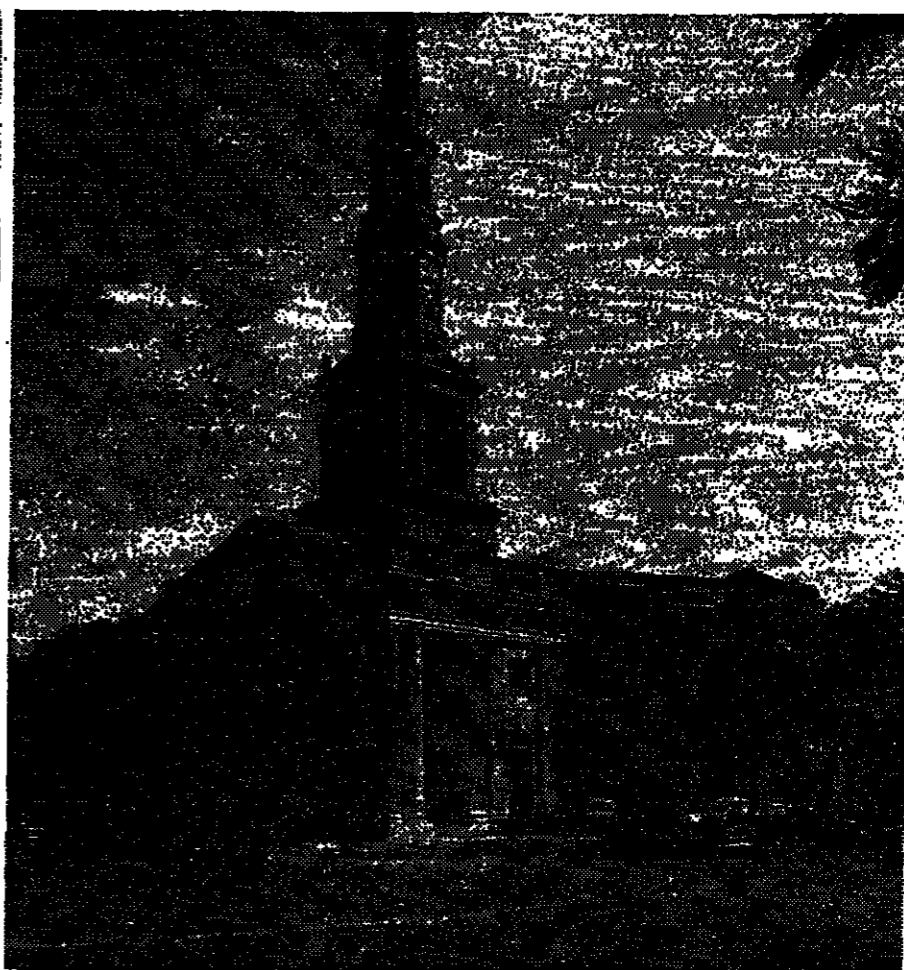
Their problem was the usual one: a new music requires a new way of listening. In Glass's work the dramatic phraseology of western music - the cut and thrust, say, of a quick Beethoven symphonic movement - is replaced by an all-enveloping flow of sound. This can seem initially monotonous, the effect compounded by the high volume level made possible by electronic amplification.

An account of Glass's musical growth from *String Out* for amplified violin (1967) to the more than four hours duration of *Music in Twelve Parts* (1971-74) will soon be a matter for music history text books, and despite its increasing complexity, his music reached a widening circle of initiates. In 1968 he founded the Philip Glass Ensemble with a small instrumentation of keyboards and wind instruments. Faced with indifference from elsewhere, he founded his own record label, Chatham Square, though in the early 1970s a British rock label, Virgin, issued two sections of *Music in Twelve Parts*. Since then Glass has signed with CBS Masterworks, the first composer to do so since Stravinsky.

Success has been attended by the usual disadvantages. Glass no longer has to support himself by driving a New York taxi, but understanding has not increased in direct proportion to the size of his audience, and he has even been called "the thinking man's pop musician." Admittedly he took hints from rock as he did from India, but those who more make him a pop musician than he is an Indian musician; he turned these borrowings into something entirely his own.



The British builders' influence: The domed grain silo at Gola (top left) and St Stephen's Church, Ooty (left). Right, St Andrew's Church, Madras



tunnels was surely the Khojak tunnel, at the time of its completion in 1891 the longest in India, which carried the Chaman Extension Railway to the western extremity of the Indian Empire, on the Afghan frontier. The line itself was theatrical enough. It was begun in 1883 as a secret strategic line, intended if necessary to take troops over the frontier to Kandahar, then allegedly threatened by the Russians, and code-named 'The Harnai Road Improvement Scheme'. In the event it never got further than the frontier itself, where until the end of the Raj rails and sleepers were stored in case the project was ever completed, but it did become nevertheless the quickest way out of Afghanistan to the ports and markets of British India.

The tunnel stood almost at the end of the line, almost on the frontier. Immediately outside it the tracks ended in buffers at the station of Chaman, and travellers into Afghanistan had to transfer to road vehicles. It was fearfully wild and arid country, and to drive the tunnel through the Khwaja Amran mountains the engineers employed thousands of Pathans, Hazarabs, Tibetans, Kashmiris, Punjabis, Arabs, Zanzibaris, Sikhs and Bengalis, together with sixty-five miners especially brought out from Wales, where they had worked on the Severn Tunnel a few years before. Many of these men died - 800 in the winter of 1890 alone, from typhus - but the work was finished in three years, the tunnel being 12,780ft long and made of 19,764,426 bricks, all fired on the spot.

Most of the churches of Victorian Anglo-India were, to put it gently, unmemorable. Some were dismal, most were just dull, and there was a depressing sameness to the run of them. Many indeed appear to have been built to a more or less standard pattern, based perhaps upon some suggested plan of the Ecclesiastical Society, then the accepted arbiter of Anglican church architecture in England, and a prolific source of pamphlets and advice. Whatever their origins, you came across these familiar structures everywhere, in some places more expensively interpreted than in others, sometimes relieved with local materials or devices, or local architects' whims, or the liturgical requirements of the contemporary Bishop, or even occasionally a touch of spontaneous Indian arts and crafts, but in general all too much the same.

Churches to a standard plan

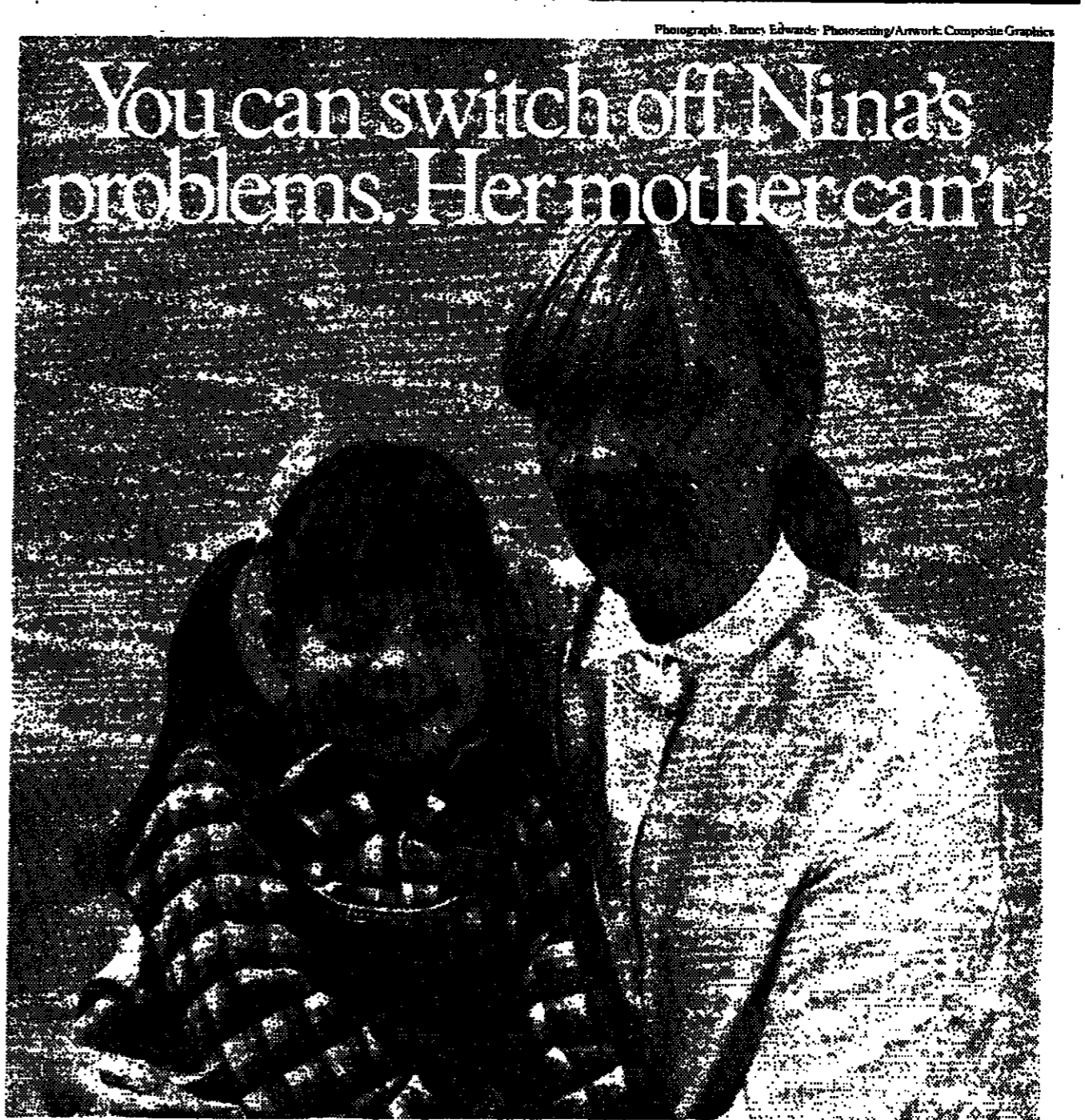
Let us visit one, on a Victorian Sunday morning, to stand for all the others. One will be enough, especially if we have been serving in India half a lifetime already. We leave our carriage at the iron gate and walk the last few yards through the compound, which is shaded by big trees and is either very dusty or very muddy, according to the weather, being not exactly turf, nor exactly sand, nor exactly soil, but something very Indian and Anglican in between. At the far end of the green stand the nondescript buildings of the church school, with the potted plants

of first-form botany in its windows; at the other are the bungalows of the vicar and the schoolmistress, standard Anglo-Indian style, with standard Anglo-Indian furniture on their verandahs, and standard geraniums potted on their steps.

And here is the church. It is very churchy. No enthusiastic innovator has given life or surprise to it, as eager Captain Underwood vitalized St Stephen's at Ooty, or excellent Mr Growse gave the gift of his Church of the Sacred Heart, Christ Church, Muddipore is a textbook imperial church, as rigid and as regular as the Thirty-Nine Articles of its faith. Here we enter the shade of the statutory carriage-porch, here are the steps up to the front door - any experienced Anglo-Indian could negotiate them with his eyes shut - and here inside is the usual oblong pattern of nave and two aisles, separated by pointed arches in the approved Gothic manner.

The ultimate Anglo-Indian museum, was the one Kipling made famous in *Kim* - the Ajaib-Gher in Lahore, where Kim took the Lama in the opening pages of the novel. It was rebuilt in 1894, when the Kipling family had left India, but Rudyard's father Lockwood, formerly its Curator, had indelibly stamped upon it his own devotion to craftsmanship and meticulous design.

Each of its display-rooms is arranged around groups of iron columns, and affixed to these are the illuminated show-cases, like fungi on tree trunks. Nothing was done patchily or carelessly in this House of Wonders, and nothing was uncontrived.



You can switch off Nina's problems. Her mother can't.

Nina is a natural actress. She plays the part of a mentally handicapped child in *Crossroads*. Easy for Nina. She was born mentally handicapped and she'll remain so for the rest of her life.

Not so easy for Nina's mother. She's had to learn to live with the daily problem of looking after and caring for her mentally handicapped daughter.

Of course, Nina's mother isn't alone in her struggle. One in every hundred children in Britain is born mentally handicapped.

Mencap does all it can to help Nina, her mother and many others like them. This year thousands more mothers will be asking for our help.

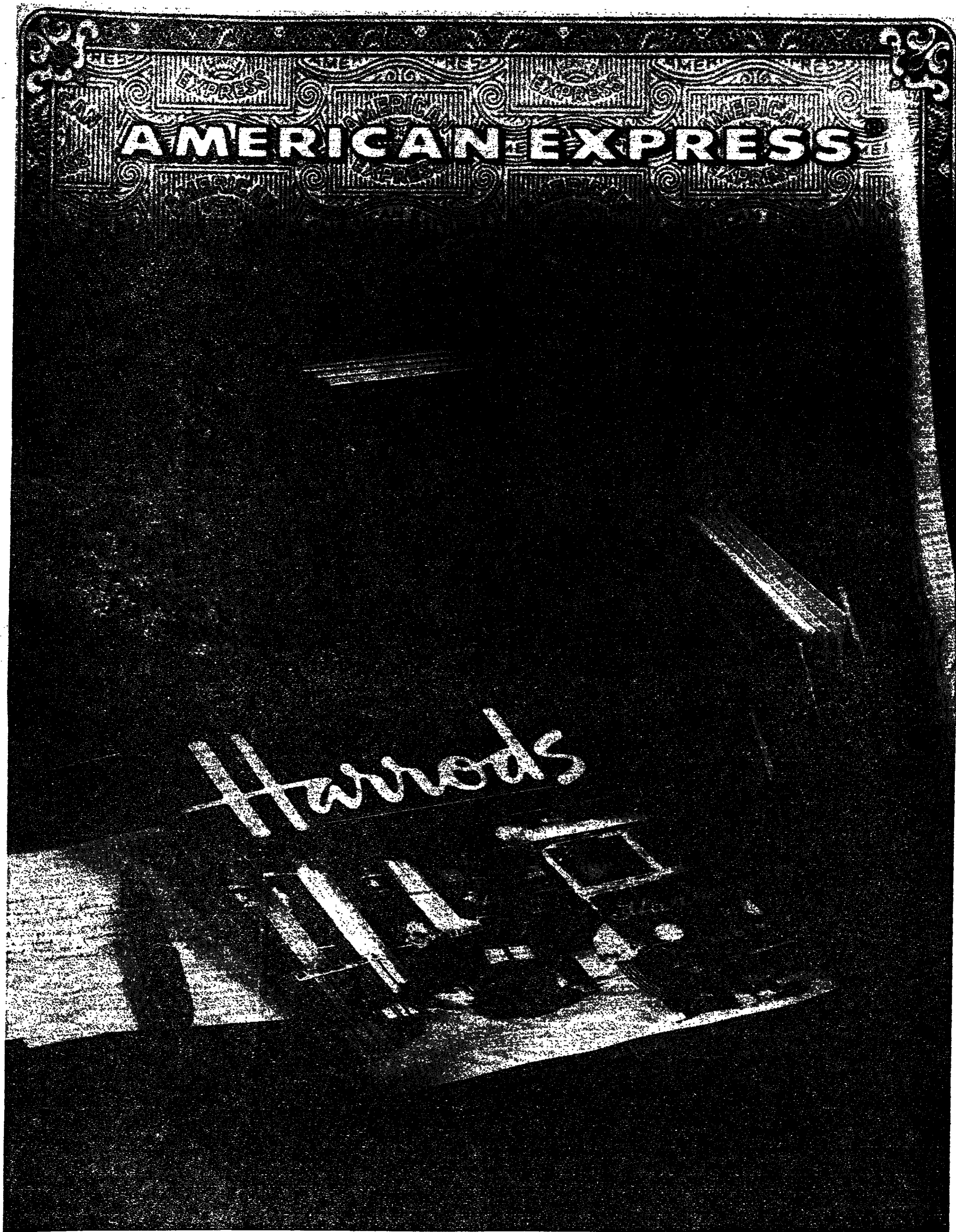
If you care, please send a donation to: Mencap, Freepost, London EC1B 1AA.

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Naturally Harrods. Naturally the American Express Card.

Harrods and the American Express Cards are the natural combination this Christmas.

And what better way to enter the spirit of the occasion than with the Harrods Christmas Magazine?

It sparkles with entertaining features such as "Christmas at Harrods," "Champagne - the Wine of Happiness" and "Dear Harrods."

And, of course, there are over 80 pages of fine gifts from the finest department store in the world.

The Harrods Christmas Magazine is available at Harrods or at leading newsagents, price £1.50. It is also available by post from the Store to an UK address, price £2.45.

When you do visit us, remember there's one card that Harrods always look forward to receiving at Christmas.

The American Express Card. Naturally.

AMERICAN EXPRESS at Harrods



Your management isn't short of energy. But is your energy short of management?

In industry and commerce, the emphasis today is on the more efficient use of energy for greater profit.

At the forefront of this trend, the gas people have developed new technologies which offer payback periods as short as six months. The examples below prove that efficient energy management could be the key to greater profits for your company.

Liquid Heating leaves the steam age.

Until recently, most industrial liquid heating was carried out using steam supplied through transmission systems, a method which involves large energy losses.

A more effective use of the prime fuel is now possible using a high-intensity gas-fired immersion tube heating system developed at the Midlands Research Station of British Gas. A profitable application of this system is currently in use at a factory in Oldbury, West Midlands.

The wide range of steel tubes produced there are passed through heated tanks containing a variety of aqueous solutions during manufacture. Until recently all the tanks were heated by steam—but a programme is now under way to convert them to direct gas heating.

The first tank was converted as a pilot scheme for the rest of the site. Prior to conversion, the cost of steam for this tank was £179 per week. An immersion tube heating system was purchased from one of the licensees appointed by British Gas, and this was installed under the supervision of West Midlands Gas.

The performance was monitored by Midlands Research Station personnel, and an efficiency of over 80% was recorded with a running cost of £72 per week. This represents a saving of 60% which will recover the cost of the system in about six months. Conversion of a further 12 tanks is now in train and the ultimate savings are estimated at more than £65,000 per year.

How British Industry is recovering from the flue.

Some high-temperature heating systems—such as batch-operated forging furnaces—can waste over 70% of their heat input as a result of heat loss by the discharge of flue gases.

The latest design of recuperative burner, developed by the Midlands Research Station of British Gas, recovers a significant proportion of this waste heat by using the flue gases to preheat the incoming combustion air in an integral heat exchanger.

A Darlaston factory is currently using such a system to save significant amounts of energy and money.

The annual fuel bill on one of the forging furnaces alone has been reduced by £5,000.

Two recuperative burners were installed for a field trial, the design being the result of a development programme to improve performance, reduce costs and simplify maintenance.

Detailed records of fuel consumption and production rates have been kept for the recuperative burner fired furnace and other similar units without heat recovery. Comparisons show that the furnace with recuperative burners uses some 46% less fuel.

The 12 month field trial is now complete, the system has proved reliable and the company involved are now in consultation to convert more furnaces. The cost of converting each furnace is around £6,000, which gives a payback period of just over a year on five-day single shift working. With an improved level of furnace utilisation, this payback period could be even shorter.

Profit from our experience.

If these high-efficiency developments—or perhaps even more important, the "Energy for Profit" philosophy behind them—interests you, you owe it to yourself—and your shareholders—to find out more.

For details write to the gas people—British Gas, Technical Consultancy Service, 326 High Holborn, London WC1V 7PT.

WONDERFUEL GAS

FROM THE GAS PEOPLE

Gas

ADVERTISEMENT

Marketing— The Key to Prosperity

Ask the five winners of the 1983 National Marketing Awards to what they attribute their outstandingly successful financial performance and they would all stress the importance of a planned and sustained marketing effort.

The purpose of the Awards, now in their 22nd year, is not only to pay tribute to the successful companies but also to demonstrate how an effective marketing plan can result in a considerable and sometimes dramatic improvement in growth and profitability.

Barratt Developments, joint winners with Sainsbury's of the Award for companies with a turnover above £50m, have brought about a revolution in the house building industry during the last 15 years. They have achieved this by concentrating on marketing philosophy, product innovation and by de-centralising their management structure. The company now dominates the house building sector with 18,000 homes planned for this year—7,000 more than their nearest rival.

Until Barratt's segmented the market it was product dominated and the single family three-bedroom "semi" reigned supreme. Barratt's realised that housing needs change and set about satisfying demand by researching the type and style of house people wanted and then designed and built them at a price which people could afford. A range of new style homes were developed for particular segments of the market — "Solo" studio flats for the young first time buyer through a whole range of designs and sizes to retirement accommodation for the elderly. Another major innovation in marketing terms was the total service which Barratt provided to house buyers including help with the mortgage.

Strong branding has been at the centre of their company's philosophy and the familiar helicopter and oak tree appear regularly in TV advertising while national press ads stress the ease of buying Barratt with special purchase plans.

The result of Barratt's efforts has been to raise the company's turnover and profit

dramatically in a fairly depressed market. Profit before tax shot up from £5.6m in 1973 to £52.2m in 1983.

Sainsbury's is the UK's most successful food retailer. Accelerated growth has been achieved over the last five years since the "Discount" programme was introduced. This is a modern interpretation and continuation of Sainsbury's traditional policy — that the company's lead in quality should be matched by a lead in low prices.

The "Discount" programme set out to offer new low prices which could be maintained, long-term, over a wide range of frequently purchased foods. Shopping hours were increased by 25%, flexible ordering systems responded quickly to the customers' requirements and an efficient distribution network ensured fully stocked shelves. The product range was improved and extended and many new innovative lines were introduced.

A full range of marketing techniques was employed and the two main components were market research and advertising. Market research evaluated and monitored the fast changing requirements of Sainsbury's customers. Advertising on TV, in newspapers and magazines all combined to reinforce the themes of "Discount" and the well established slogan "Good Food Costs Less at Sainsbury's".

The "Discount" strategy was a great success. While competition intensified, Sainsbury's maintained a steady and consistent marketing position and, in the five years since the planned approach was introduced, Sainsbury's sales increased by 283% from £811m to £2,293m; sales per employee rose 60% and, at the same time, 12,000 new jobs were created.

Sodastream, winner of the Award for companies with a turnover of above £20m and up to £50m, has grown dramatically since 1973 and in ten years a £25m business has been built up employing 500 people.

The company manufactures and sells Sodastream machines, refill cylinders and concentrates. In 1979 it adopted a principle

fundamental to its future success — it established that it was not only in the home carbonated drinks market (which it dominates with a 94% share) — it was in the take home soft drinks business. In this sector it has now carved out a 6.6% share against competition from well established big brand names.

Sodastream's marketing strategy, based on research, has been to promote its products to families with children and 1.5 million homes in the UK now have a Sodastream system. The "Get Busy with the Fizzy" TV advertising campaign rapidly increased awareness and the fun aspect of the machine appealed to both adults and children. There were benefits of economy in comparison with take home drinks. The convenience of the system, and wide distribution through 6,000 outlets helped to build Sodastream's share of the market.

Sodastream now operates on an international basis and half the company's production of machines and cylinders is exported to 20 countries. In 1980 they won the Queen's Award for Export Achievement.

Horsell Graphic Industries manufactures offset litho plates and a range of chemicals and other products for the printing industry at its headquarters in Morley near Leeds. They win the Award for companies with a turnover of above £5m and up to £20m.

In the sixties and early seventies Horsell could sell everything it produced but in 1978 it became apparent that a different approach would be needed. Research gave the company the information it needed about the total market, which was declining. They also undertook an analysis of customer requirements and reviewed their product range in the light of this.

As a result of this study some products were discontinued and a number of initiatives were taken. The technical department developed a plate "Taurus" with an exposure time faster than any competitors. This was the first of a new range of products launched with astron-

omy-linked brand names. "Aquatius", a negative plate with a water based developer, followed soon after and then the "Gemini" system, an innovation in the industry which enabled positive and negative plates to be used with one set of chemicals.

In 1981 a £1.5m reel fed computer controlled production facility came on stream. This system is widely regarded as the most modern installation of its kind in the West.

Horsell's return on capital has grown from 22.5% in 1979 to 29% in the current year and Horsell now have export sales accounting for over 40% of their turnover.

Bath replacements now vastly outnumber new installations and acrylic baths now account for 64% of sales. Ram Bathrooms Limited was formed in 1980 to capture a share of this growing acrylic market and trading under the name Spring Bathrooms it now supplies 20% of all acrylic baths sold. Its factory is at Sowerby Bridge near Halifax and Spring won the Award for companies with turnover up to £5m.

Architects, builders and plumbers made the decisions about bath installations but Spring planned to involve the consumer. Now more people choose their own bath and in many cases install it themselves. Design played a vital role in the company's strategy and their range included modern designs with features previously only available with more expensive luxury products.

Product availability was all-important at a time when distributors were de-stocking. A new manufacturing process perfected by Spring's engineers enabled quick change over of moulds and this facilitated a 'made to measure' mode of operation.

Spring distributes its products mainly through major DIY multiples, and builders merchants. Through own branding and special promotions it has forged strong ties with retailers. The company's commitment to design and their distribution strategy has paid off handsomely and the first figures issued since Spring Ram Corporation plc went public earlier this year show a half year pre-tax profit of £635,000 on a turnover which has now risen to £5.2m.

All the components of marketing — research, design, product planning, pricing, advertising and promotion, sales and distribution — have played their part in the success stories of the Marketing Award winners this year. The opportunities these companies grasped in their particular sectors exist in abundance elsewhere and valuable lessons can be learned from the initiatives taken.

It is also worth noting that each of these companies has increased employment opportunities, by over 12,000 jobs in the case of Sainsbury's, for example, and this alone is an excellent reason for exhorting more companies to adopt a dynamic marketing approach at the present time.

Teaching by example

One of the "Victorian values" which is currently enjoying a revival is the increasing amount of attention which businesses are now paying to the requirement of their customers. The recession has brought to an end the days when companies could sell everything they produced and the competition for existing business has brought about a remarkable interest in marketing and marketing techniques.

Peter Blood, Director General of the Institute of Marketing, hopes that this new awareness will, once and for all, end the belief that marketing is just another word for selling. "There is certainly a greater recognition, at all levels, of the need for companies to have a planned approach to securing and keeping customers," he says. "But the industrial sector in particular has been slow to adapt to market changes." To support this view Blood quotes from a 1981 NEDO Sector Working Party report which said "The sector committees continue to identify the lack of commitment to marketing as the single most important constraint on improving UK and overseas market shares".

"Our Award winners and other successful companies have demonstrated that marketing is not an expensive luxury. By adopting a marketing philosophy which permeates the whole organisation, it is possible to achieve outstanding results without spending a fortune," says Blood.

The Institute of Marketing is about to publish a survey which provides evidence that there is a noticeably higher profit level in companies which claim to operate a marketing strategy. So, what holds some companies back from following their example?

Two major constraints to progress were identified by 300 top executives questioned last March — a shortage of well trained marketing executives and a lack of commitment to marketing at Board level.

Blood believes that his Institute — the largest professional marketing body of its kind in the world — is playing a major part in winning over "hearts and minds" and tackling the more practical education and training problem. As evidence of the better understanding of marketing's role, he cites the frequent references made in speeches by Cabinet Ministers and top industrialists. In addition, the Department of Trade and Industry is currently conducting a survey into the possible take-up of a government-funded Marketing Consultancy Service. The survey is the result of a proposal made by the Institute to the Department and a service, similar to the successful

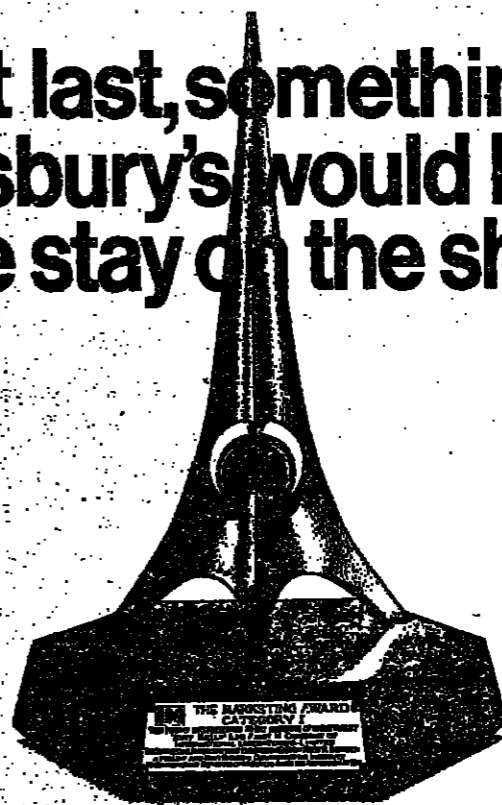
Manufacturing and Design Consultancy Services, may eventually be set up. "If this comes into being it will make available a fund of marketing expertise which many companies, particularly in the industrial manufacturing sector, lack," says Blood.

The Institute's own Marketing Advisory Service is believed to be unique and involves over forty managing or marketing directors who voluntarily give up some of their time to advise individual companies with a marketing problem. The participants include Sir Kenneth Corfield, Chairman and Chief Executive of STC and Eddie Nixon, Chairman and Chief Executive of IBM, and a few hours of their time could bring a breadth of knowledge and experience which would be almost impossible to obtain elsewhere. However, Blood is quick to point out that this service is not offering long-term consultancy and many businesses require a more sustained level of marketing support.

The standards of professionalism in marketing have risen dramatically over the past ten years, and a recognised marketing qualification, together with management experience, is now a mandatory requirement for membership of the Institute of Marketing. Over 3,000 students in the UK are studying for the Institute's Diploma in Marketing and about 3,000 young people acquire some kind of marketing qualification from universities and colleges each year. However, there is still a long way to go in convincing top management that, just as they would not employ an unqualified accountant, engineer or architect, they should not gamble with their company's future by employing unqualified marketing executives.

Blood believes that the recession has led to a great improvement in the standard of management in general, and of marketing management in particular. The level of interest in marketing and sales training is a good guide to the state of the economy and the Institute's College of Marketing at Cookham in Berkshire has shown an increased level of occupancy in the last few months. "The best way to teach is by example," says Blood. "I am delighted to say that our Institute's return on average capital employed was 33.5%, which is certainly better than the national average. The good news is that, because we are a professional body, owned by the members, all this money goes towards improving our services and publicising the importance of marketing to the British economy."

At last, something
Sainsbury's would like to
see stay on the shelf.



Congratulations to
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Sodastream
Horsell Graphic Industries
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From **Barratt**
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Congratulations
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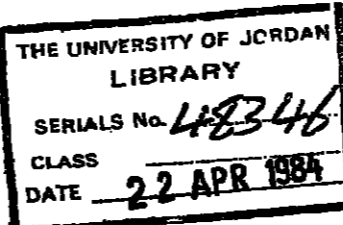
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The National Marketing Awards

The National Marketing Awards have been presented annually by the Institute of Marketing since 1961 to recognise the marketing achievements of British companies and thus give encouragement to every business throughout the country. The four Awards are made on the basis of a written submission.

The adjudicating panel evaluate the submission by assessing the company's performance under the following headings:

- Use of marketing approach and techniques
- Marketing Performance
- Company Growth and Profit
- Innovation and Exploitation

For more information write to the Director General,
Institute of Marketing, Moor Hall, Cookham, Berks SL6 9QH

RECENT ISSUES

Company	Price	Change	Dividend	Yield
A & M Film 10p Ord (4)	210.00	0.00	2.10	1.00
Acorn Computers 10p Ord (120)	210.00	0.00	2.10	1.00
Alcatel 10p Ord (250)	210.00	0.00	2.10	1.00
BP 25p Ord (450)	210.00	0.00	2.10	1.00
British Petroleum 10p Ord (100)	210.00	0.00	2.10	1.00
British Telecom 10p Ord (100)	210.00	0.00	2.10	1.00
British Airways 10p Ord (100)	210.00	0.00	2.10	1.00
British Airways 10p Ord (100)	210.00	0.00	2.10	1.00
British Airways 10p Ord (100)	210.00	0.00	2.10	1.00
British Airways 10p Ord (100)	210.00	0.00	2.10	1.00

BRITISH FUNDS

Company	Price	Change	Dividend	Yield
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00

MEDIUM

Company	Price	Change	Dividend	Yield
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00

LONG

Company	Price	Change	Dividend	Yield
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00

COMMONWEALTH AND FOREIGN

Company	Price	Change	Dividend	Yield
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00

LOCAL AUTHORITIES

Company	Price	Change	Dividend	Yield
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00

BANKS AND DISCOUNTS

Company	Price	Change	Dividend	Yield
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00

BREWERIES AND DISTILLERIES

Company	Price	Change	Dividend	Yield
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00

COMMERCIAL AND INDUSTRIAL

Company	Price	Change	Dividend	Yield
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
Accumulator 10p Ord (100)	210.00	0.00	2.10	1.00
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MARKET REPORT by Michael Clark

Akroyd surges to 453p

ACCOUNT DAYS: Dealings begin Monday, Dealings end, Nov 11, Contango Day, Nov 14, Settlement Day, Nov 21.

Shares of Akroyd & Smithers, the biggest of London's two publicly-quoted stockbrokers, surged 28p to a new high of 453p yesterday on rumours that one of the big American brokers is building up a stake.

Security Pacific, who last year paid between £10m and £12m for a 30 per cent stake in the broker, Hoare Govett, was being tipped as a favourite contender.

Last night, Mr Timothy Nixon, finance partner at Akroyd, admitted he had heard the rumours, but said: "I have nothing to tell you that would be of any constructive use."

Certainly, one broker appeared to be active in the shares yesterday, although this might be explained by the full-year figures, due out later this month.

Last year, Akroyd made record pre-tax profits of £29m, but given this year's record-breaking performance in the equity market and the level of Government funding, the gilts market, profits are easily expected to exceed this figure.

Shareholders are also looking forward to a bumper dividend payment. Last year, they re-

ceived a total of 23p gross. However, at the interim stage, Akroyd reported profits down from £10.6m to £9.4m.

Yesterday's flurry of activity was also good news for smaller

Liffesall yesterday denied that its 20.5-acre former steel works will form the key office and hotel development site in the Telford Enterprise zone. The site is included in the zone, but funds of the shares have been wanting whether a development would push the 130p offer-value still higher. The shares eased a penny to 33p yesterday, having been 36p earlier this year.

Smith Bros, which closed rival at a new "high" of 55p. The rest of the equity market was enjoying something of a revival at the start of the new account, with the FT index climbing back above the 700 level to close 12.0 up at 703.1.

Gilts also found a new lease of life looking for a further cut in US and domestic interest rates. This follows the latest US money supply figures over the weekend showing a \$2.4bn fall in spending.

A cheerful forecast on the economy from the London Business School also helped sentiment.

However, despite the double-figure gains among most of our leading shares, turnover remained thin with the institutions refusing to budge from the sidelines. Most of the buyers contented themselves with those stocks that appear to have been neglected recently, including breweries and electricals.

Among these, GEC rose 5p to 192p. Thorn EMI 11p to 60 1/2p and Plessey 6p to 210p. The brewers had Allied-Lyons 3p dearer at 143p and Grand Metropolitan 7p at 323p.

Stores were also buoyant on hopes of a bumper spending

spre in the High Street this Christmas. This has led brokers James Capel to raise its consumer spending estimate from 1.4 to 1.8 per cent.

Among the best performers, Marks & Spencer rose 6p to 213p ahead of interim figures tomorrow. The market has been looking for pre-tax profits of between £105m to £110m, but yesterday a few late runners were looking for nearer £112m.

This compares with £97m

A bid looks near for De Vere Hotels and Restaurants, owner of London's famous Mirabelle restaurant and a string of provincial hotels. The chairman, Mr Leopold Muller, aged 81, and his deputy, Mr Leonard Jackson, would be receptive to an offer of, of course, an agreeable price. Mr Muller has more than 51 per cent of the capital. At 275p, De Vere's shares are at a peak.

Amalgamated confirmed the figure last night. As part of a recovery, the English Associated Trust has underwritten £1.2m rights at 7p a share. Last night the shares closed unchanged at 8 1/2p.

Private housebuilder Barratt Developments enjoyed a 12p rise to 192p following some words of encouragement from Sir Lawrie Barratt, chairman, in his annual report.

Sales of new houses are well up to expectations in both Britain and the United States and Sir Lawrie is confident about the group's ability to achieve planned growth in 1984 and beyond.

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THE TIMES 1000

1982/1983

The World's Top Companies

The 1000 UK companies with highest sales

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Gieves revival continues with quadrupled profits

Gieves Group famous for its tailoring, is continuing the strong recovery since its capital reconstruction in 1980 and two years of losses.

Profits for the first six months have quadrupled to £497,000 and the interim dividend is up from 0.75p to 1.1p.

But it is the full-year forecasts that most helped lift the shares yesterday. The directors say that second-half profits are likely to "slightly" exceed the first half, implying a total of more than £1m compared with £671,000 last year before exceptional items.

On that basis, the board is

Gieves Group
Half-year to July 31
Pretax profit £497,000 (£121,000)
Turnover £11.5m (£10.5m)
Forecast annual dividend 3.5p (2.25p)
Share price 85p up 3p. Yield 5.2 per cent

thinking of a 2.4p final dividend making a rise of more than half for the year.

The group now has four main businesses. The Gieves and Hawkes tailoring side pushed trading profits up from £32,000 to £167,000. The publishing and library supply side, mainly Chivers Book Sales, more than doubled from £97,000 to

£217,000. The book and magazine production business, Redwood Burn, raised trading profit from £112,000 to £252,000, but the Roundabout petrol retailing business slipped back from £55,000 to £40,000.

The board says that Roundabout still earns a good return on capital employed. Chivers Book Sales, having done particularly well in the first half, will not match this in the second six months, though returns will be "acceptable".

Redwood Burn's business will no longer be so seasonal since it has expanded from book manufacturing into new markets through web printing.

Australian loss hits Newman Tonks

By Jeremy Warner

Newman-Tonks Group
Year to 31.7.83
Pretax profit £2.8m (£2.7m)
Stated earnings 8.75p (9.18p)
Turnover £48.4m (£47.1m)
Net dividend 5.1p (same)
Share price 78p up 3p. Yield 9.4%

The engineering company, has reported a rise in pre-tax profits for the year to the end of last August. On sales up from £47.1m to £48.4m, profits rose by 4 per cent from £2.7m to just over £2.8m.

The figures include the first contribution from Monarch Hardware in the United States, bought for £1.75m in August last year, £156,000 net of financing charges and group marketing costs in the United States of \$316,000.

Results were hit by a severe downturn in Australia where the group's business lost money last year. It has now been slimmed down and is once more profitable.

The company has changed its year end to October 31 because of the inconvenience of preparing accounts during the summer holidays.

Trading in the quarter between August and October is traditionally the least profitable, but the indications are that the figures will be better than budget, the company said.

Complementary production within certain mainstream areas have been consolidated and the company expects to benefit from this organization during 1983/4.

Monarch Hardware in the US has exceeded its profit budget for the year.

A final dividend of 1.275p is to be paid for the three months to the end of October on top of the 5.1p the group is paying in respect of last year.

Small diamond mines doing well

Whatever the problems of De Beers and the Central Selling Organisation over the past two years, there are plenty of other companies for whom diamonds are proving good friends.

Ashton Mining, Bridge Oil and the tiny Afro-West demonstrated yesterday that the intricate market structure sustained by the octopus leaves room enough for independent profits.

Ashton, of course, is poised to become quite important in the diamond business, holding as it does 38.4 per cent of the Argyle deposit in northern Western Australia. Net earnings for the six months to the end of July shot up by no less than 125 per cent to £4.26m (£1.67m).

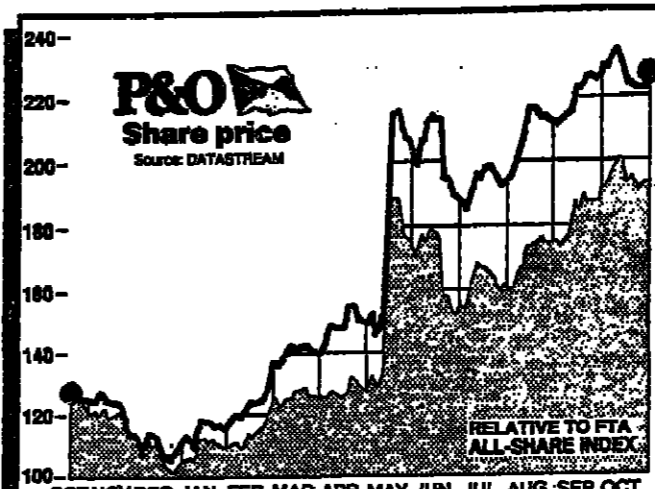
The reason was simply that Ashton had sold diamonds in quantity for the first time. Until now it has depended, like all exploration companies, on investments.

Significantly, however, the Ashton share price moved hardly at all. It closed in Australia at \$1.37 - 1.42. The harsh truth is that important as the Argyle deposit may be, its prospects have been common property for a long time.

Investors who have held the stock for a while might feel that it is fully valued.

If exposure to the second-tier diamond mining companies is the goal, Bridge Oil might be an alternative. The company revealed yesterday that it is raising \$442m by way of a 10-year convertible bond carrying a coupon of 4.75 per cent. The initial conversion price is \$3.43, compared with a current share price of \$3.05-10.

Part of the proceeds will be used to refinance Bridge Oil's 50 per cent stake in the Aredor-Guinea diamond project. The political risk in West Africa is not to be denied, but equally, there is no doubting the potential of the field.



As Mr Jeffrey Sterling formally steps into the chair at Peninsular and Oriental Steam Navigation today, the shares have understandably been strong.

They have been helped by buying on behalf of Mr Sterling's company, Sterling Guarantee Trust. Although modest in numbers, at 3 million shares, the buying

has at least helped to provide a strong undercurrent of support. It is expected to continue.

Underlying this is the unwelcome £290m bid from Trafalgar which on the five-for-four share terms is currently worth £204p per P & O share and, in advance of the Monopolies Commission investigation, was always seen as a sighting bid.

Only 50 square kilometres of the 23,000 square kilometre concession have been explored properly and a find of 1.4m carats has been proved. Full production is scheduled to start in the first quarter of 1984.

Oddly, however, Bridge Oil's price was unmoved at \$2.98-3.07. So for the brave yet another possibility is looming. Afro-West, which lost a lawsuit with the giant CRA over claims to the Argyle deposit, has a real deposit further downstream towards Lake Argyle.

It has recovered its first stones and if tests are satisfactory, will apply for an Australian quotation next year. Placing the stock is unlikely to be difficult.

John Finlan

John Finlan
Half-year to June 6, 1983
Pretax profit £103,000 (£232,000)
Stated earnings 2.15p (4.06p)
Turnover £1.82m (£1.54m)
Net interim dividend 3p (3p)
Share price 184, down 3p. Yield 4.9 per cent

Mr Stewart Jamieson, the new chairman of industrial buildings specialist John Finlan, is to seek shareholders' approval to buy a 15,000 square feet property in the American high technology zone of Colorado Springs for a total of \$1.245m (£830,000) cash.

Mr Jamieson, the Belfast venture capitalist, who is a fellow

director holds a sixth of Finlan's shares, took over from Mr John Finlan as chairman in July.

He views the Colorado purchase, which would bring in a rental from a base of £131,000, from a subsidiary of Borroughs Corporation, as a plan to develop Finlan's interests in property investment in the United Kingdom and abroad "whilst maintaining its commitment to its traditional activities."

Meanwhile, Mr Jamieson shrugs off the halving of profits for the half year, which, he says, reflects the earlier forecast that "due to the predominance of development work now commenced, by far the major part of turnover and profit in the current year would be achieved in the second half."

Scott & Robinson

Scott & Robinson
Half-year to 28.8.83
Pretax profit £568,000 (£124,000 loss)
Stated earnings 7.85p (2.55p loss)
Turnover £11.7m (£8.8m)
Net interim dividend 0.75p (nil)
Share price 58p

A year ago, Scott & Robinson was described as a textiles and jute company, serving the industrial textile sector. The nimble-footed management decided two years of losses were enough.

They sold the jute interests into a new partnership with the Co-operative Wholesale Society and began rationalization, and then merged the rump with Plastico-Covers, a maker of polythene packaging products.

The result has been a return to profitability overall and a drastic reduction in the losses of the jute side.

Jobs go as Nabisco reorganizes

By Vivien Goldsmith

Nabisco, the American biscuit and snack food manufacturer which took over Huntley and Palmer Foods a year ago in an £84m deal, is cutting jobs in the marketing and selling divisions.

Last month the company closed two biscuit plants with the loss of 1,300 jobs. Now the selling and distribution activities of the company are being drawn together.

Mr Michael Hopkins, director of corporate affairs, said that the number of redundancies would not be known for two or three weeks.

The company is combining the biscuit activities of Associated Biscuits and Nabisco and the cereal and dry-mix products under a new operation - Nabisco Brands Foods.

The peanut part of the business will operate alongside Smiths crisps' lines in the Nabisco Smiths division.

Radical changes in another biscuit manufacturer, W & R Jacob, of Dublin, are on the way. The recession would have caused a dent in profits this year anyway, but half-time figures released yesterday show huge losses as a result of a three-week strike.

Turnover slipped from £18.38m to £17.97m, but pretax profits of £1763,000 were turned into losses of £140,000.

Loans agreed for Boardman

The future of K. O. Boardman, the Lancashire wholesale textile importer, now looks more secure with news that refinancing negotiations with its seven bankers have been concluded successfully.

The company confirmed at the annual meeting that the banks had agreed to replace the unsecured overdrafts with new secured loans. The negotiations were first disclosed in the annual report released this month.

The company expects a small profit for the first half compared with a loss of £180,000 a year earlier. A statement said there were indications that the improvement would run through into the second half.

Boardman lost £190,000 in the year to last March, on sales of £15m and disclosed bank loans of £2.6m. The group regularly made a profit until 1978. Mr S. G. Rula and his Wrengate group which then took charge, bowed out at the end of September selling their 26 per cent stake.

Strong and Fisher returns to black

By Our Financial Staff

Strong and Fisher
Year to 1.7.83
Pretax profit £413,000 (loss £407,000)
Stated earnings 3.6p (loss 3.1p)
Turnover £38.8m (£38m)
Net total dividend nil (1.67p)
Share price 77 unchanged

Strong and Fisher (Holdings), the leather goods group which went into the red during its first half, has turned in a profit at full time. But the group has passed all ordinary dividend payments.

The resumption of payments depends on its continuing the profit levels which emerged during the second half of the year to July 1. The company said yesterday that the second-half improvement has been maintained but some markets are difficult, and some customers remain cautious.

Strong has reported pretax profits of £413,000, against a loss of £407,000, on turnover down from £39m to £38.8m. The figure has been struck after administrative costs, down from £2.8m to £2.4m, distributions charges of £940,000, against £1.2m and interest of £1.7m, against £2.1m. However, it includes associated

company profits of £196,000, against £293,000.

Strong dropped sharply into a £826,000 loss at the half-way stage in January. At that time, Sir Ian Morrow, chairman, said that leather sales declined sharply in volume and value, resulting in deficit. Recent cut-backs, plus and improvement in orders, had brought the tanneries back into profitability.

For a full year, Strong suffered extraordinary losses of £573,000 against half that figure in the previous year.

The group makes no mention of the current state of the balance sheet.



Back in favour: visitors on the steps of St Paul's Cathedral

US tourists flock back to Europe

By Our Correspondent, The Hague

The economic recovery in the United States and the strength of the dollar have led to a marked revival of American tourism to Western Europe.

Figures released at an American Express Travel European sales conference here indicate that air passenger volumes from the United States to Europe were up by 50 per cent this year.

Travel to Britain and Ireland was up by as much as 59 per cent while hotel bookings by American visitors to Britain were up by 37 per cent this year compared with last year.

American Express also noted increased bookings by British tourists to the United States after a marked drop over the past two years.

According to Mr William McCormack, president of American Express Travel Related Services International: "The rebounding economies all over the world and the expected weakening of the US dollar next year should lead to a balance in 1984 of the flow of tourists to and from the United States."

The money spent by American tourists on package holiday tours abroad was up by an average of 30 per cent. They spent an average 10 per cent more, after inflation, than their American Express cards.

The average British cardholder, according to American Express, is 43 years old, male, earns approximately £20,400 per annum, is either employed in a senior management position or is self-employed, spends 28 nights a year away from home, 19 of them abroad and his favourite sports are golf and squash.

Of 16.7 million card holders worldwide, 809,000 live in Britain and Ireland.

Cramphorn shares rise on advance in profits

By Our Financial Staff

Cramphorn, one of the first companies to arrive on the Unlisted Securities Market, continues to blossom. Yesterday, it announced that pre-tax profits had climbed from £304,000 to £377,500.

The dividend is up 5p to 25p and not surprisingly the shares responded with a 50p jump to £10. They have been above £11.

The company is in an old-fashioned growth business. It runs ten garden centres and has 34 shops in the South-East.

Once a corn miller, Cramphorn pioneered the highly successful garden centre concept in this country. It seems set for further progress.

Cramphorn shares suffer from their unfashionable, heavyweight look. Although on all fundamentals they are not dear, the £11 quote is inclined to put many an investor, particularly the sort who trudge round their garden centres, off the shares.

But assets, on a conservative valuation are well ahead of the share price.

Japan cuts steel investment

From Richard Hanson Tokyo

Japanese steel industry investment in new plant and equipment next fiscal year is expected to fall well below the \$61.5 billion yen planned this year, according to a private estimate.

Investment among the top six steel mills should be down by more than 20 per cent on a construction basis, according to one report. This year's total already reflects a 5.1 per cent decline compared with last year.

Steelmakers have seen some investment in demand in recent months as the US economy showed better-than-expected growth, and exports to China have boomed. But crude production, though higher than early forecasts, is expected to be around the still unprofitable level of 97 million tonnes this year.

For the half year which ended September 30, most companies were running an operating loss and dipping into financial reserves.

The likelihood of a slowdown in investment reflects both poor business and the completion of a number of big projects this year.

In some cases, companies are tightening financial belts. Only two of the companies are seen as maintaining or increasing investment next year. Kawasaki Steel plans 1984 fiscal year investment at an unchanged 138 billion yen. Nishin Steel, which cut spending sharply this year, is expected to raise spending by 132.4 per cent.

On the other hand, Nippon Steel, the largest integrated steel maker in the world, is said to be planning a 20 per cent cut to 200 billion yen next year. But the company would not confirm the estimate, made by *Nihon Keizai*, a leading business daily.

Nippon Kokan's spending will be down 40.5 per cent to 110 billion yen. Sumitomo Metal down 35.5 per cent to 100 billion yen and Kobe Steel down 26.1 per cent to 85 billion yen.

COMPANY NEWS IN BRIEF

Qualcast
Half-year to 30.8.83
Pretax profit £559,000 (£569,000)
Turnover £811,000 (£829,000)
Net interim dividend 4.1p (same)

John C. Small and Tidmas
Half-year to 30.6.83
Pretax loss £138,000 (profit £5,000)
Loss per share 11.37p (profit 0.47p)
Turnover £2.7m (£2.3m)
Net interim dividend None (same)

Fleming Universal Investment Trust
Half-year to 30.9.83
Attributable profit £821,000 (£829,000)
Stated earnings 3.89p (3.73p)
Gross revenue £1.4m (£1.4m)

English and International Trust
Half-year to 31.8.83
Pretax profit £535,000 (£572,000)
Gross revenue £718,000 (£840,000)
Net interim dividend 1.5p (same)

Hongkong banks in £177m rail loan

Hong Kong, (AP-Dow Jones) - Despite the recent turbulence in Hong Kong's financial system, a HK\$2 billion (£177m) loan is being successfully put together for the Government-owned mass transit railway (MTR) Corporation, the *Asian Wall Street Journal* reports.

The loan has been arranged in the face of widely fluctuating interest rates and foreign exchange rates, widespread nervousness about the health of some local banks and continuing jitters over Hong Kong's political future.

A source from one of the banks involved in the transaction said: "There was so much uncertainty around that there was a chance that we couldn't put the deal together."

According to this source, some banks which might otherwise have joined the deal decided to stay away because Hong Kong became too confusing and it seemed that there were no longer any safe assumptions.

But as it turned out, Manufacturers Hanover Asia Limited, the Hongkong-based merchant bank that is lead manager of the loan, has gathered considerable support from other banks for the transaction.

Manufacturers Hanover is a subsidiary of Manufacturers Corporation of New York.

Sixteen banks, all of them Hongkong offshoots of foreign banks, joined Manufacturers Hanover in the loan's management group. This exceeded

Indonesian debt confidence

By Our Correspondent Jakarta

Indonesia's Economics Minister Mr Ali Wardhana said yesterday that only 24 per cent of export revenues would have to be used to service the country's debts.

He urged foreign financial institutions not to lump Indonesia with other developing countries, such as Poland, that were unable to meet their debt.

Mr Wardhana, talking to the 14th world congress of the International Association of Financial Executives Institutes, said that favourable terms won on three large loans so far this year, including a £1 billion syndicated credit, had indicated continuing confidence in the Indonesian economy.

Base Lending Rates

ABN Bank	9%
Barclays	9%
BCCI	9%
Citibank Savings	110%
Consolidated Crds	9%
Continental Trust	9%
C. Hoare & Co	9%
Lloyds Bank	9%
Midland Bank	9%
Nat Westminister	9%
TSB	9%
Williams & Glyn's	9%

↑ 7 day deposits on basis of order 110,000, 90%, 110,000 to 250,000, 90%, 250,000 to 500,000, 90%, 500,000 to 1,000,000, 90%.

STORE GUIDE CENTRAL

If you want to know how your new brand's going to move in the nation's stores, Central is the perfect guide.

Our unique geographical position gives us a retail profile which closely matches that of the country as a whole.

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For more information, call Malcolm Grant on 01-486 6688, or Stan Smith on 021-643 9898.

And let Central show you what's in store for your brand.

APPOINTMENTS

US post for Gillette chairman

Gillette Industries: Mr R. H. Burton will retire as chairman on January 1 when he will become deputy to the chairman of the parent, Gillette Company, Boston.

Baker & McKenzie: Mr Anthony Davies has been appointed to the partnership, R. Robert Rice, recently resident in Baker & McKenzie Hongkong and Singapore, has now returned to the London partnership.

Location of Industry Bureau: Mr du Parc Brahm has joined the board.

Stockdale Filtration Systems and Fluid Systems Europe BV: Mr Geoffrey Sneddon has become managing director of both companies.

Scott Paper International: Mr Raymond Dinkin has been appointed vice president - Continental Europe.

MCP Electronics: Mr Ronald Adams has been promoted to managing director.

Thorn EMI Dynastek: Mr Donald Billington becomes technical director, while Mr Colin Richards has been promoted to financial director.

Pratt & Whitney: Dr John Ballard has been made a technical business manager.

SE Tietz & Partners: Mr R. S. Narayanan has been made a partner.

Highgate Optical & Industrial: Mr John Tozer, a director, has been elected chairman.

St James's Corporate Communications: Mr Simon Culham is now chief executive. Mr Peter Frost, has been appointed executive deputy chairman.

Colbert & Partners: Mr John Ellwood, have become directors of the agency and Mr Roy Bennett, Miss Diane Johnson and Mr Derek Prebble have been made associate directors.

Mr John Castle, the chief executive of Lopex, has been appointed non-executive chairman of St James's following the retirement from full-time executive duties of Mr Harry Bengough.

Mr Bengough will retain his connexion with St James's as a consultant.

Alexander Hewden Group: Mr R. M. Page is now a director.

Bain Davies Credit: Mr Dugald Graham-Campbell has been appointed a director.

Charterhouse Petroleum: Mr Tim Egar, MP, joins the board.

Marketing and advertising: Torin Douglas reports on the boom in PR

The poor relation improves its public image



Harold Burson (above): "Brand managers have discovered public relations as a support tool". Qualcast's advertisement (right) was the result of this PR support.



The public relations industry has traditionally done a pretty poor job on itself for a business whose job is to ensure its clients are seen in the best light. The industry attracts few plaudits, many brickbats, is sneered at by many journalists and is looked down upon as the poor relation of the big-budget advertising world.

Yet there are signs, particularly within the marketing business, that public relations is being taken more seriously as a management function that can have a beneficial impact on the balance sheet.

This is true not just in Britain where in the last five or six years a number of highly marketing-oriented public relations companies have been set up, but in other parts of the world.

Mr Harold Burson, chairman and chief executive, officer of Burson-Marsteller, the world's largest consumer marketing public relations company says: "Something rather remarkable has happened in the last five or ten years. Brand managers have discovered public relations as a support tool which had not been recognized before. There is a clearer focus on how to use publicity and a willingness to commit larger sums of money to accomplish objectives."

Mr Burson, who set up his company 30 years ago, has been in London discussing the state of the public relations business. London is the group's third largest office, after New York and Chicago, and accounts for about 45 per cent of the company's business in Europe.

"One reason for the increasing use of public relations by marketing management is the high cost of delivering television messages, which means that it is becoming more important to maximize the effectiveness of those messages in additional ways," he says.

"Another is simply the tyranny of the 30-second commercial, which severely limits the message one can put across at a time when the consumer has an ever greater hunger for information about products - the ingredients, new forms of usage and so on.

"We in public relations are able to extend the scope of those messages, not just to the consumer, but to regulatory bodies, schools, the medical profession and other more narrowly-segmented audiences."

Public relations, Mr Burson, emphasises is not a replacement for media advertising. "Public relations cannot provide the frequency to keep a major brand in front of the public and unless we recognize that we are a support tool we are fooling

ourselves," he says. We can nevertheless enable an advertiser to get more from his media expenditure by giving him more credibility and recognition and by reaching specific groups of people.

Such an argument may not seem surprising, given that Burson-Marsteller has always had an advertising agency arm and that it is now a subsidiary of Young & Rubicam America's biggest advertising agency.

Many of the biggest public relations companies, both in Britain and worldwide, are owned by advertising agencies, but even those that are not, work closely with their clients' advertising staff.

A good example is the case of Qualcast, the lawnmower manufacturer which has been locked in the "hover bower" war with rival Flymo for three years.

It was the commercials by the advertising agency Wight Collins Rutherford Scott that formed the spearhead of Qualcast's campaign to show that its rival's rotary hover mowers

were not as convenient as they seemed, but it was the public relations company, Biss Lancaster, that ensured that the press covered the row. When it organized a challenge match between the two mower companies this year, the resultant press cuttings formed the basis for a new advertisement.

Biss Lancaster claims it is unusual in that its directors come from the client side of marketing and advertising rather than journalism and that this makes it better able to understand a client's needs.

Managing partner Ms Adele Biss was a Unilever brand manager and head of communications at Thomson Travel, while Mr Graham Lancaster was previously head of public affairs at the Association of British Travel Agents.

Ms Biss echoes Mr Burson's views on the ability of public relations to reach more narrowly-defined audiences than advertising. In the case of Qualcast, for example, it ensured that the gardening press was fully informed of the

research that had gone into its performance claims.

"Narrowcasting is becoming more and more important and the growth of local radio and local freshnews enables us to get a lot more mileage for our clients," she says.

Radio is a particularly useful channel for newspapers and magazines which want to get publicity for their stories, but it requires a great deal of time and planning. One of the signs of the growing acceptance of public relations within journalism is the fact that Fleet Street is using consultants more heavily and consistently than before.

Biss Lancaster works for Express Newspapers. Times Newspapers uses Granard Communications - the sister company of its advertising agency, Grandfield Rork Collins - and Associated Newspapers has employed Communications Strategy on the Mail on Sunday since the pre-launch planning stage.

Mr Bruce Clark, chairman of Communications Strategy says: "We now have someone who

sits in the Mail on Sunday's office on Saturday night who will get onto the other press or local radio with stories from the paper, in order to promote it to the customer."

"We work very closely with the editorial department, but we also work on all other aspects of the marketing of the paper, such as promoting it to advertisers and the wholesalers and retailers."

The Mail on Sunday, however, does provide an example of the problems a public relations consultancy can face when its client is going through a bad patch. In the weeks after the paper's launch, when things clearly were not going well, Communications Strategy had to put the best possible face on the situation. It was still doing so the day before the departure of the original editor, after which its client was finally prepared to admit things had gone wrong.

"It was a very difficult situation, but one of those things that we have got to live with," Mr Clark says. "Experienced journalists know that if you are being paid to project the best possible face for a company you will do just that, but you must be truthful. If you lose your credibility, you are dead."

Credibility is a critical issue for public relations companies not least because the end product of their labours is often seen as being more independent - and hence more valuable to the client - than an advertisement, because it is in the form of editorial.

Public relations, like advertising, has survived the recession in remarkably good shape avoiding the fate of an optional extra overhead. "In earlier recessions, both public relations and advertising were hit hard, but this time public relations consultancies generally do not seem to have been affected," Mr Burson says.

The public relations business in Britain is certainly growing. The Public Relations Consultants Association reports that its members' fee income has almost trebled in three years and a survey of 10 large consultancies has recorded that business was booming with total expenditure likely to approach £100m this year.

So far only one company - Good Relations - is publicly quoted and it has now made the transition from the Unlisted Securities Market to the Stock Exchange, but it is unlikely that the USM will remain for long without any public relations companies in its ranks. About five of the larger consultancies are now considering taking the plunge.

Whitehall notebook

How Britain fudged its oil prediction

Britain is now producing oil from the North Sea at the rate of 2.4 million barrels a day, the highest level yet achieved.

By a neat coincidence, news of this latest milestone emerged a few days ago at the same time as ministers from the Organization of Petroleum Exporting Countries were holding a meeting of their market monitoring committee, and addressing the question of the oil companies' problem of how to share out among themselves the stubbornly modest world demand for their oil.

What happens in the North Sea and what happens at Opec are directly related, as everybody is now aware. Rising oil production from Britain and other non-Opec producers such as Norway and Mexico has been one of the most important factors behind Opec's persistent difficulties in shoring up the oil price against market pressures for a fall.

The diplomatic tightrope that Mr Nigel Lawson, then Britain's Secretary of State for Energy, had to walk during last March's marathon Opec meeting in London demonstrated that Britain could not wash its hands of the oil price business, much as it might have liked.

What is interesting about the latest oil production figures is that they mean that Britain's North Sea output this year will probably average just under 2.5 million barrels a day, as opposed to just under 2.1 million barrels a day last year. This increase of some 10 per cent - compares with Mr Lawson's assurances to Opec in March that North Sea output was expected to be "about the same" this year as last.

At the time, the assurances raised some eyebrows in the industry, not least at the British National Oil Corporation, which was providing MPs with its own predictions of future North Sea output, showing all too accurately the rise in production that has now occurred.

Now the assurance can be more clearly seen as the kind of diplomatic "fudge" that Mr Lawson had little choice but to make, as he cast round for some to give the Opec ministers as they camped on his doorstep, and pleaded for

Britain to join in their efforts to fix price and production levels.

Though they made much of these assurances at the time, it must be doubtful whether Sheikh Ahmed Zaki Yamani and the astute Opec ministers really believed that Britain was going to abandon its established policy.

A recent speech by Mr Richard Lawson, Minister of State at the Foreign Office on Britain's policy towards Opec reiterated the official line that the Government has no wish or power to restrain production, at least until the summer of next year. Mr Eric Varley, when Labour's Energy Secretary, promised the oil companies that he would not force them to cut production on the early fields.

Now that he is installed as Chancellor, Mr Lawson is unlikely to want to resist the domestic financial pressures to keep the North Sea revenues running at the maximum possible level through the middle of the 1980s.

By 1987, North Sea oil output will be starting to decline, and the Government is already aware of the urgency of encouraging new developments to replace the lost production. As Mr Martin Lovegrove, the respected North Sea consultant, pointed out in a recent book, "it now looks as though government-imposed production cutbacks for depletion reasons are a dead issue."

This raises the question of what, if anything, the British Government can offer Opec the next time there is an oil price crisis, and it is called upon to do something to assist in maintaining "oil price stability".

Mr Luce emphasized the need for bilateral contacts with Opec members to "keep in touch on important economic and political questions".

Ministers have clearly learnt valuable lessons from their March experience, but whether this has developed into a meaningful policy - other than fudging and muddling in the hope that the crisis will blow over - is something that has not yet become apparent.

Jonathan Davis

Authorized Units & Insurance Funds			
Unit Name	Current Price	Previous Price	Change
1. American Mutual Life Insurance Co.	100.00	99.50	+0.50
2. British American Insurance Co.	100.00	99.80	+0.20
3. Canadian Life Insurance Co.	100.00	99.90	+0.10
4. Commercial Union Assurance Co.	100.00	99.70	+0.30
5. Fidelity Assurance Co.	100.00	99.60	+0.40
6. General Accident Assurance Co.	100.00	99.40	+0.60
7. Imperial Insurance Co.	100.00	99.30	+0.70
8. London Assurance Co.	100.00	99.20	+0.80
9. Marine Insurance Co.	100.00	99.10	+0.90
10. North British Insurance Co.	100.00	99.00	+1.00
11. Overseas Assurance Co.	100.00	98.90	+1.10
12. Royal Insurance Co.	100.00	98.80	+1.20
13. Scottish Insurance Co.	100.00	98.70	+1.30
14. Standard Insurance Co.	100.00	98.60	+1.40
15. The Assurance Co.	100.00	98.50	+1.50
16. Union Assurance Co.	100.00	98.40	+1.60
17. Western Assurance Co.	100.00	98.30	+1.70
18. York Assurance Co.	100.00	98.20	+1.80
19. Zetland Assurance Co.	100.00	98.10	+1.90
20. ABC Insurance Co.	100.00	98.00	+2.00
21. DEF Insurance Co.	100.00	97.90	+2.10
22. GHI Insurance Co.	100.00	97.80	+2.20
23. JKL Insurance Co.	100.00	97.70	+2.30
24. MNO Insurance Co.	100.00	97.60	+2.40
25. PQR Insurance Co.	100.00	97.50	+2.50
26. STU Insurance Co.	100.00	97.40	+2.60
27. VWX Insurance Co.	100.00	97.30	+2.70
28. YZA Insurance Co.	100.00	97.20	+2.80
29. ABC Insurance Co.	100.00	97.10	+2.90
30. DEF Insurance Co.	100.00	97.00	+3.00
31. GHI Insurance Co.	100.00	96.90	+3.10
32. JKL Insurance Co.	100.00	96.80	+3.20
33. MNO Insurance Co.	100.00	96.70	+3.30
34. PQR Insurance Co.	100.00	96.60	+3.40
35. STU Insurance Co.	100.00	96.50	+3.50
36. VWX Insurance Co.	100.00	96.40	+3.60
37. YZA Insurance Co.	100.00	96.30	+3.70
38. ABC Insurance Co.	100.00	96.20	+3.80
39. DEF Insurance Co.	100.00	96.10	+3.90
40. GHI Insurance Co.	100.00	96.00	+4.00
41. JKL Insurance Co.	100.00	95.90	+4.10
42. MNO Insurance Co.	100.00	95.80	+4.20
43. PQR Insurance Co.	100.00	95.70	+4.30
44. STU Insurance Co.	100.00	95.60	+4.40
45. VWX Insurance Co.	100.00	95.50	+4.50
46. YZA Insurance Co.	100.00	95.40	+4.60
47. ABC Insurance Co.	100.00	95.30	+4.70
48. DEF Insurance Co.	100.00	95.20	+4.80
49. GHI Insurance Co.	100.00	95.10	+4.90
50. JKL Insurance Co.	100.00	95.00	+5.00

Classroom computer competition

Number five in our 12 weekly Classroom Computer competitions broke all records; we had the highest number of entries yet and a remarkably high proportion were all correct.

The request for a new explanation of the acronym BASIC provided some very clever and imaginative entries. The younger ones seemed to have a more fertile imagination than the older entrants.

The judges considered that "Be assured, syntax is critical" and "Blood and sweat are compulsory" adequately summed up the frustrations of using BASIC. Those whose explanations praised the language for being simple and designed for ease of use were not penalized for their views.

Today we launch the eighth

competition. There are two age groups - up to 15 and 18 inclusive. Entries will be individual efforts but because we are keen that schools should become involved, the main prize - two Atari 600XL computers a week, one for each group - will be presented to the school of the winner's choice. In addition, 10 copies of *The Times Atlas of World History*, five in each age group, will be awarded each week to individual entrants, including the overall winners of the school computers.

The competition is simple to enter. Cut out the entry form today and every Tuesday for the duration of the competition and collect each week the entry tokens from the back page of *The Times* (you will find it at the foot of *The Times Information Service*) on the five following publi-

cation days - Wednesday, Thursday, Friday, Saturday and Monday - and stick them on the form. Those who entered last week should be sure that entries are posted to arrive by first post Friday.

Today and in every week of the competition there will be five questions on computers to answer with a different theme each week. These will not require the use of a computer, but may require a certain amount of research. All the answers are to be found in works of reference readily available to young people. There is a tie-breaking question to answer which will test the ingenuity and imagination of contestants and enable the panel of judges to decide the winners. Every week there is a new contest so missing one week will not spoil your chances.

Fifth competition prize winners

A computer each for Sophie and Andrew

A 14-year-old girl and a boy aged 15 are the winners of *The Times* Classroom Computer fifth competition.

They are Sophie Bidwell of St Margaret's School, Bushey, Watford, Herts pictured right, and Andrew Skipjack of Hayesbrook Secondary School, Tonbridge, Kent.

The winning decision was made by a tie-break question.

The answers were (1) A; (2) B; (3) A; (4) C; (5) A.

The winners will both receive an Atari 600XL computer for their schools, as well as a personal gift of *The Times Atlas of World History*.

The eight runners-up

The eight runners-up are: Sonia Pal, Claremont High School, Kingsbury, Middlesex; Michael Cookson, Caversham Park Primary, Caversham Park Village, Reading; Rachel Phillips, Falmouth School, Falmouth, Cornwall; Richard Godfrey, King Edward's School, Birmingham; Richard Cousins, St Cyprian Comprehensive, Penarth, South Glamorgan; Simon Thompson, Southmoor School, Sunderland; Ian Smith, Cornwallis School, Linton, Kent; Alexander Perry, Kirkham Grammar School, Kirkham, Preston. Each receives a *Times Atlas*.



Sophie Bidwell (14) is finding the start of her computer studies course rather hard going, because, she says, maths is not her strongest subject. This does not deter her from using her brother's Spectrum when she is away from school.

Although she uses it only for games at present, she hopes to start a little simple programming soon. She is a member of the school tennis team and also enjoys backgammon and swimming. Sophie is a boarder at an

all-girls school, where the computer room is equipped with two RML 380Z machines and four ZX81s. The computer studies teacher, Mrs Sylvia Pearson, is delighted at the prospect of having an additional micro, and hopes it will enable more pupils to join in activities of the computer club.

Andrew Skipjack (15) is taking an O level computer studies course at school and uses a Dragon 32 machine at home. He plays the inevitable

games, but is now writing his own in BASIC. Apart from computing, his interests are photography and astronomy.

Hayesbrook school, which last year gained ten Grade 1 passes in O level computer studies, teaches the subject from third year upwards, using RML 380Z.

The school is evolving a policy of developing the use of computers in a variety of other subjects, and is successfully using them for assisting pupils in the remedial department.

COMPETITION No 8

Programming

Study the 5 questions below carefully and select your answer from the choices given. In each case write *only* the appropriate code letter into the answer box. Remember to complete the tie-breaker and all other parts of this entry form in accordance with the rules - and to attach 5 entry symbols.

Closing date for entries - 1st post Friday, November 11

1 Microprocessors are programmed in:

- A Machine code
B Assembly language
C High level language

1 ☐

2 It is slower to run a program written in:

- A Machine code
B Assembly language
C High level language

2 ☐

3 The most commonly used high level language is:

- A FORTRAN
B BASIC
C COMAL

3 ☐

4 Mnemonics are:

- A Bright garden flowers
B A form of marine animal
C Instructions in convenient, abbreviated form

4 ☐

5 DOS stands for:

- A Disc operating system
B Dave's original system
C Direct output simulator

5 ☐

Tie-breaker

Give some novel reasons, in less than 20 words, why programs that write programs (program generators) should be used in schools.

FULL NAME.....AGE.....y.....m

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SCHOOL/COLLEGE ADDRESS.....

SCHOOL TELEPHONE.....

HOME TELEPHONE.....

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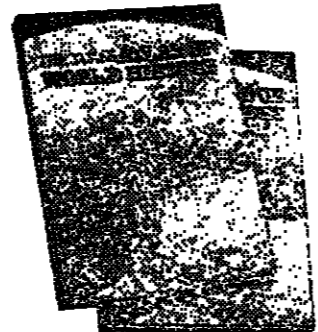
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Judging

- The prizes will be divided and awarded equally between the two age groups - up to 15 years and 15-18 years as at date of entry.
- Those entries with all factual questions answered correctly will be judged first. The entry which in the opinion of the judges gives the most apt and imaginative answer to the tie-breaker question will win a Computer for the School or College nominated, and a personal prize of an Atlas.
- Other entries with all-correct answers and judged to have submitted the next 8 best answers to the tie-breaker will win a personal prize of an Atlas.
- Those entries with less than all-correct answers will be judged in order in the event that not enough all-correct entries qualify.
- If identical entries are judged to have won, the entrants may be asked to submit to a further similar competition.

Rules

- All entries must be made via the official entry form as printed in *The Times*. No photocopies will be accepted. Several entries from the same school may be posted together.
- Each individual entry must be accompanied by the required number of computer symbols as printed in *The Times* relevant to that week's competition.
- All entries must be made clearly in ink. Incomplete, illegible, spilt or late entries will be rejected as will those without a nomination.
- You must be under 19 years of age and be a full-time student of the school or college nominated at the time of entry.
- Names of all winners will be published in *The Times* not later than 2 weeks after closing date. All entries become the sole property and copyright of *The Times*. Prizes will be despatched to the School address.
- No individual may win more than once in any one weekly competition.
- Proof of posting is not acceptable as proof of entry.
- The decision of the panel of Judges appointed by the Editor is final on all matters connected with the competition. No correspondence at any stage of the competition will be entered into.
- Employees and their families of *Times Newspapers Ltd.*, its associated companies or anyone connected with the operation of this competition are not eligible.
- All entrants will be deemed to have agreed to abide by the rules of which all instructions form part.

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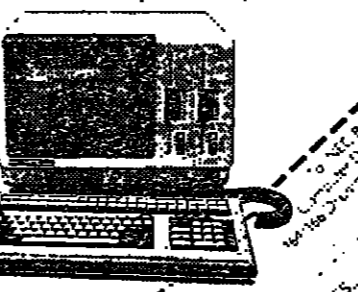
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هكذا من الأصل

Comdex struggle to link exporters to the buyers

Battle of the 'marriage' brokers

THE WEEK

Maggie McLening

Quality and not quantity was the watchword on enquiries at this year's Comdex '83 exhibition, the second to be held in Amsterdam for Independent Sales Organisations.

Last year's event was deemed a washout by many of the disappointed exhibitors, who waited in vain for European retailers, distributors and export managers to turn up in force, and the situation had not noticeably improved.

Finding suitable retail outlets in foreign countries is one of the main stumbling blocks for both hardware and software companies anxious to export their products. An international trade show such as Comdex is one of the few 'marriage bureaus' open to them; the only problem arising in persuading the right visitors to attend.

Despite a powerful advertising campaign, Comdex '83 attracted only fractionally more people than last year, with attendance estimated at around

3,000 by the end of the second day.

There appeared to be a consensus of opinion among the 220 exhibitors, particularly those with unhappy memories of last year, to maintain a presence at minimal cost. This resulted in some cupboard-like stands and in software companies such as Peachtree spreading their products across several other exhibitors' pitches. Nevertheless, there were some interesting new products and companies at the show.

One of the chief attractions was Hewlett Packard's answer to the IBM Personal Computer, the HP 150, internally code-named "Magic". The HP 150 has a unique touch sensitive screen-based on a grid of light emitting and photo diodes, which provide Comdex visitors with such novelties as teaching

a tab label on the screen to make the HP personal card file program show a particular card.

Two other machines on public display for the first time at Comdex were CASIO's FP-200 portable, with liquid crystal display and built-in CETL spreadsheet application software, and ICL's new version of the PERQ scientific workstation.

The upgraded PERQ has a larger internal memory of 2 megabytes, with the option of 35 megabyte hard discs instead of the previous 24 megabyte version, and has acquired a more distinctive streamlined shape. ICL is currently looking for dealers for the machine, intending to build up a 30-strong network in Holland, and managed to sell two of the new PERQs on the first day.

One of the few companies to

have a large stand at the show, ICL had had "very good experiences and signed up interesting new contacts" at last year's Comdex, according to Mr H. A. Van Der Veg of ICL's European division.

This year he considered to be even better, claiming that ICL's first colour video system (as yet unofficially launched in the UK), was attracting considerable attention. The colour video terminal is due to become a standard product, costing about £1,200.

Personal and small business computer manufacturers were out in force, including a contingent from the growing number of IBM-compatible suppliers. Corona Data Systems, which recently launched its portable and desk-top Corona PCs in the UK through distributor Midletron, gave the

Kees Boer... answering.

machines their first European airing, and Bytec Galistream made a flurry of announcements about the 16-bit Hyperion portable.

The chief of these was a 14 per cent price cut due to full production coming on stream and the bundling of relational database system Aladin, bringing the price of the Hyperion down to £2,599 including the software. Comdex also marked the entry of Bytec Galistream into Europe as a single entity, after a takeover earlier this year.

Another recently-formed British company launching in Europe is Trifid Software, an offshoot of American Can UK. Trifid Software is one of the few companies to specialise in applications based on the PICK operating system, which is steadily gaining in popularity.

"Initially we intend to concentrate on financial, distribution and manufacturing software," said managing director Rennie Akins. "The vast majority of manufacturing systems on the market don't work,

but we use the Trifid MCS+ package ourselves, having developed it over six years, so we guarantee that it works."

Manufacturing software is an expanding area, predicted to grow by about 30% a year, and Trifid is looking for distributors in several European countries. As a start, it has sold a £60,000 system to a multi-national organisation based in Holland, which intends to expand use of the package to two other countries.

Despite the strong current taking UK and US products into Europe, there is a small movement the other way. Perhaps one of the most successful Dutch companies in the UK so far, Holland Automation, announced the introduction of hot-line telephone support for end-users of its HAI software packages.

Another Dutch company anxious to crack the UK market is DMS Automation in Utrecht, which offers a mixture of application and system software, including an advanced voice response system called Boektel.

Boektel was developed by DMS's sister company Comys in conjunction with Central Rockhuis, and acts as an answering service for a computer holding a stock control system. A customer dials into the computer and questions or orders are answered by a human voice.

"No-one else in Holland has anything like this, although it has been installed in the UK as a car parts ordering system," claimed Kees Boer, head of Systems Development Division at DMS Automation.

Medium-rare on the printout

COMPUTER BRIEFING

A chain of restaurants in which the waiters, cooks and cashiers all communicate over a computer network is being set up by Joshua Tetley & Son, the Leeds brewers.

Following experience with a prototype in Leeds, Tetleys have adopted the Plantime Flancon computerized system, which is now also operating in Sheffield, Derby and Nottingham.

The waiter or waitress keys in a customer's order - medium-rare or well-done - on a Remanco terminal in the restaurant, and the information is transmitted to a printer in the kitchen. When the order is ready, the kitchen signals back to the restaurant, and at the end of the meal the terminal produces an itemised bill.

Further systems have been ordered by Tetleys for restaurants in Manchester and Birmingham, and plans are well advanced to extend the computerized restaurants to other developments.

A computer in an airship sounds like an anachronism, but Ferranti is to supply a computer-controlled display system for Airship Industries' third Skyship 500.

It will be used for aerial advertising in the USA by the Golden Nugget hotel and casino group, and a desktop computer in the Skyship's cabin will control the two huge displays which will be mounted on each side of the airship. These will be made up of over 100,000 light-emitting diodes (LEDs), and the computer will allow the operators to choose simple animated graphics or rows of letters, both in colour.

A comprehensive CP/M software directory, listing over 2000 applications packages, will be available from mid-November. Although it is the third year for the directory, it is the first time it has been distributed in Europe, where, for £15, it will be sold from Digital Research distributors.

Yet another technology based factory is to be set up in the Irish

Republic. American memory storage producer System Industries is establishing an IR£3 million subsidiary near Dublin airport to manufacture disc and tape controllers.

It hopes to employ about one hundred staff within two years of start-up, and will join the existing 250 plants involved in electronics manufacturing that are already operating in Eire.

UK events

Computertown UK, Naissea Library, Avon, until November 18
Software Expo, Wembley Conference Centre, London, November 8-10

Home Computer Exhibition, Dublin, November 8-13
Personal Computer & Leisure Technology Exhibition, Homestech, Bristol Exhibition Centre, November 11-13

Malvern Micro Fair, Malvern Winter Gardens, Worcs, November 12
Manchester Apple Village, Belle Vue, Manchester, November 13-16
COMPEC, London, Olympia, November 15-18
Computer Aided Design for the Building Professional, RIBA, 66 Portland Place, London W1, November 18
Humbly Grove Computer Fair, Winter Gardens, Cleethorpes, November 20

Northern Computer Fair, Belle Vue, Manchester, November 24-26

Overseas events

Gulf Computer Exhibition, Dubai, November 21-24
Computer Indonesia, Jakarta, November 22-25
Computer Dealers Exhibition, Las Vegas, USA, November 28-December 2
Compiled by Personal Computer News

ASOB

Fun in graphics at £2,000 a second

By Keith Mason

Walt Disney, a man who had such an imaginative genius for animation is, by now, likely to be rotating in his grave at the thought of a possible computer takeover of the art form which he helped to make so popular. Although computer graphics in the form of computer-aided design systems have been around for a decade or more, it is only in the past couple of years that people have realised the enormous potential computers have in aiding designers with life-like graphics and animation.

Computer-generated wire-frame drawings for engineers, for instance, although they have a certain aesthetic appeal, are decidedly old-hat. There is no

reason why they should not have flesh on the bones as well.

John Vince of Middlesex Polytechnic, who has been plugging away since the late 1960s developing a suite of software programs called Picasso designed to take the drudgery out of graphic design and animation on computers, confirmed that in the last couple of years, development of computer graphics has been particularly rapid reaching a point of sophistication which has finally made the outside world sit up and take notice.

Perhaps not surprisingly television companies were among the first to jump on the bandwagon. Hardly a TV programme goes by these days without some form of computer

graphics or animation in the title sequence - Angels, The Money Programme, Newsnight and Bergerac among them.

The Channel 4 logo owes its existence to a computer and is a monument to the current state of the art. When the thing rotates, apparently all the shadows and reflections are where they would naturally be - so watch closely next time.

Not everything is perfect from the beginning. Initial tests on the Channel 4 logo disintegration sequence saw one missing piece mysteriously trying to join the logo while the rest broke up. A further graphic commissioned for a darts programme on TV was intended to demonstrate a maximum 180 but initially showed that the third dart had missed when viewed from behind. Still, it just proves you can't win them all first time round.

Advertising agencies, too, have been keen to cash in on the special effects that can be achieved with computer graphics and animation and judging by the stunning achievements it would seem that dear old Walt's domain will not be able to hold out much longer. Already it is rumoured that the Americans are working on computer-generated 3D cartoons which will be on television in a few years.

There are, however, drawbacks associated with the possible future development of computer animation, the most important being the cost. Computer graphics are hideously expensive to produce, with anything commercially decent costing in the region of £2,000 per second which consists of 24 35mm slides. So, at the moment, only those with extremely deep pockets and relatively high advertising or research budgets can afford to experiment.

Time for new thinking at the bureaux

Computer bureaux, whose death has been prematurely announced for the last two years, will have to remain and recruit a wide variety of new staff in order to avoid a slow death in the market.

The rationale behind the success of bureaux has long passed for all but the specialist. They were founded on the principle that computer time and storage was expensive while there were more users than time available.

The bureaux therefore bought a big expensive machine and split its use between a host of customers. At first the customers had to send their data to

existence will now claim that it is a computer service company, offering a range of services from the traditional time on a big machine, through applications development to complete systems implementation.

All these new aspects of the job mean new skills. Software development will have to be grafted on to the software support function if specialised users are to be enticed and kept in the fold.

Technological evaluation will have to be done by someone within the company if the bureau is to branch out and offer its own special software running on someone else's hardware.

The marketing operating will have to be strengthened to include technicians who can talk to the customer in their own language so that the specialist market niche can be addressed in its own terms.

Bureaux are going to find it difficult to find these new talents. They will have to fight among themselves for the best talent and also do battle with every other computer services company, none of which will lie down and let the reformed bureaux walk away with either its talent or its market.

Clearly not all of the bureaux can make the transition. Those that do not have plans to shift their position will die sooner rather than later, given the speed with which the personal computer market is eating away at the installed base of terminals sitting on executives' desks.

Many of them need not die, however, given the talent of their employees and the potential in the computer services market.

JOB SCENE

Richard Sharpe

the bureaux for processing but lately the customer could simply dial from a supplied terminal and activate the programme or log on for a session.

The falling cost of computer power and the advent of the microcomputer are now killing that simple business. Bureaux which have not developed a specialised niche are dying faster than those that have because there is still a demand for extraordinary power and services for financial applications and engineering users.

The old-style bureaux need salesmen to sell them computer time, a handful of operations staff to keep the whole thing running, and a few software support staff to supervise the development of the operating system and customers' software. Virtually every bureau still in

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Flying the flag for British knowledge

It was the seventh floor, and the builders were in. Nigel Vince, manager of ICL's Knowledge Engineering Group, apologized for the untidiness, but his heart was not in it. He knew that, almost without exception, workers in the field seem to spend their days in a litter of paper, books, journals, and electronics - and that this is role-playing.

It is, it must be said, no more obsessive than the usual senior management passion for hierarchy, order, and tidiness - and there is plenty of that too in ICL. The really knowledgeable, sensible, senior executive understands full well that for many of those in the AI community, the disapproved-of behaviour is a badge of office, and he quietly shuts the door and lets them get on with it, monitoring performance according to whatever criteria have been established and agreed.

For it is, I suspect, unlikely that the seventh floor will be much different when the builders are out. Knowledgeable highly skilled people can dictate their own working environment.

That is not all they can dictate. I was watching one demonstration while in the background I could hear Nigel Vince discussing a long meeting he had had with Personnel, where he had told them that for some staff he was willing to pay up to twice his own salary, and how it almost seemed to have offended some people's notions of a sense of hierarchy.

The group employs about 25, but can also call on as many more professionals in other parts of the company, particularly in those software parts concerned with decision support. It has a wide mix of skills, including a couple of cognitive psychologists, and the types of people he is looking for are to be found among those who have built simulators and models, people who have expertise in extracting knowledge from a situation, who can then be

complex database systems to which have been added intelligent searching, analysis and correlation software tools, through to systems in the full AI professional expert systems tradition, indeed extending it. It may seem surprising after all the publicity, but most of the expert systems so far built have been really simple systems. The best expert systems contain knowledge about knowledge, and there are hardly any of those which go to any level of complexity.

All this can lead into very deep territory. For instance, the consideration of a field of expertise can involve a study of the quality of the knowledge within it, as well as the validity of the tools for measuring it. This is particularly true in areas where the parties considering a body of "knowledge" may have quite validly as they see it, different perspectives on it.

The group has built a number of "demonstrators" and the first products are internal; they seek to add to their own tools (the route that is also being followed by the Japanese) and to the tools that ICL can wield. This is, of course, a good route, for it does mean that the expertise one seeks to replicate or improve is already in house. So they have built DRAGON, 700 rules in 6000 lines of code which took six major rewrites and is now under pilot trials: a system to enable ICL to size customers' mainframe requirements. They are also developing a design rule system for PC board layout, which will bring component positioning, which can sometimes be of quite fearsome complexity, subject to rule, particularly to avoid cross component electrical and other interference.

"We won't," says Vince "be producing a general product for the external market for about a year." The indications one can pick up are impressive, but they give signs of knowing what it will be.

But the group is really an R & D group, and is involved naturally enough in such areas as Datalog machine and PROLOG language research. Which takes them further and further back into, and linking with, academic research.

The problem that faces ICL as it faces all other large computer manufacturers is that the technology time window gets shorter all the time. All the time, the stakes are being raised, so a company has to become collectively cleverer and cleverer. After all the Japanese are doing it.

And in case you are not clever enough? Out of the window of that same seventh floor can be seen the small building of Fujitsu's VLSI business office, down in ICL's grounds. Outside are three flagpoles, flying the British, Japanese and Fujitsu flags.

It could be that if they do not all get it right, those flags might eventually fly over the main buildings.

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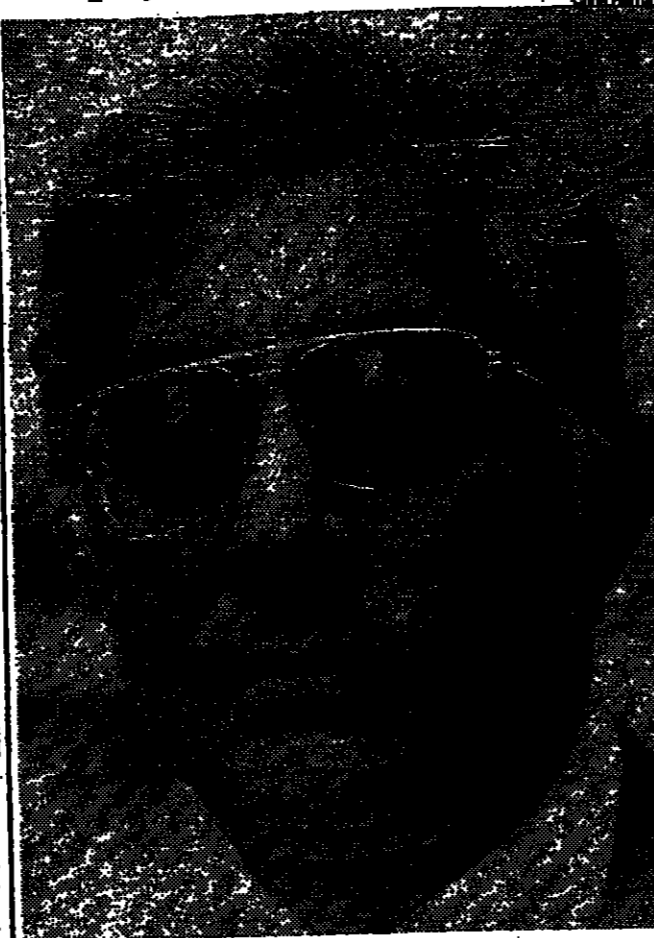
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People/Joseph Mathias of Sperry



Keeping an eye on the cracks

By Roger Woolhouse

The world of Dr Joseph Mathias is one of picoseconds and gigabytes. He heads the research activities of Sperry Corporation's Computer Systems Division in Blue Bell, Pennsylvania, and it is the future of computing which absorbs his time.

With a distinguished research career behind him, he modestly describes his present activities as coordination. "I see that things are not falling through the cracks," he says.

Mathias was born in India and graduated from the University of Bombay. He went to the States in 1947 with no intention of staying, but has been there ever since.

"The idea was to get a degree on the West Coast and a degree on the East Coast, and then go home," he recalls. The degrees were acquired, but he then met a fellow Indian who persuaded him there was no point in going back to India. "You are not going to use anything you have learned," he was told.

Mathias has been with Sperry for 24 years, always on the research side. He believes it is not very difficult to know the basis of computer systems five years from now, but attaining the goals is increasingly difficult and expensive.

The Computer Systems Group at Sperry has an R & D budget of \$475 million, and spends some of it on joint research efforts, which Mathias helps to oversee.

One of these is the Microelec-

tronics & Computer Technology Company (MCC), a consortium which includes all the major computer companies in the United States except IBM. Although no firm programme has yet been agreed, it is expected to study artificial intelligence, pattern recognition, and parallel processing.

Mathias is also involved with Sperry's joint efforts with Magnetic Peripherals Inc on mass storage devices, with Mitsubishi of Japan, and with Gene Amdahl's company Trilogy, which plans to pack computer circuits far more densely using wafer-scale integration ("we will find out pretty soon how well it works").

What does Joe Mathias see as the next steps in computing? "Future systems will be smaller, faster and cheaper, more reliable, easier to use," he sums up. "Artificial intelligence and knowledge-based systems will begin to gain a foothold in the next decade."

This does not mean a total upheaval in computer technology. He believes that present-day system architectures - the sequential Von Neumann model used by all general-purpose computers so far - will not be replaced in the near future. But for the end-user, changes will be dramatic enough.

In the next 10 years, Mathias predicts, "it will become possible to ask the computer an intelligent question in a normal speech process, and have a response, either by voice or by a picture."

Oh! How slow this loading can be...



to pay for the saving in loading time.

The chief difficulty with the system lies in the fact that home computers usually possess only one cartridge slot. So each time you wish to change an application you have to yank one cartridge out of the back of the machine and bang in another.

This is a shockingly physical process, and I, for one, remain unconvinced that most computers are built to take much in the way of manual wear and tear. Tales of broken cartridge connections abound.

Even if nothing snaps off the wear and tear on the junctions

is considerable. A decent computer should have run to the expense of gold connections which are unlikely to wear out. But most cartridges will make do with silver which could pack in after a year of constant manipulation.

One solution is a device called a ROM board. This plugs into the cartridge slot and sports an array of slots of its own. Your cartridges slip onto these and you switch between the ones you want. It's fine if you want your study to look like the control room of the Tardis.

But the real solution will not come until someone puts related software programs into the one cartridge. This is a means of switching with some means on screen. In this way one could have, for instance, a word processing system and an information filing and retrieval network side by side in the same cartridge.

Not only could you switch instantly between one form of program and the other, but the information which each pro-

duces could, if the two were made compatible, be used with either function.

It will come, but I suspect we will have to wait until well into next year, and then only for the more sophisticated home machines with the memory to handle the job.

For the moment, we just have to sit back and watch the cavortings of the software jungle with amazement. There is no room here for comprehensive software reviews, but I cannot resist a few observations about the state of the market now opening up to the home user.

As I have already noted in previous issues, we are on the one hand constantly exhorted to pay ludicrous prices from some of the large established software houses and computer manufacturers for what are in reality turned down business programs aimed originally at the specialist user.

On the other hand, there seems to be a plethora of ingenious amateurs around who are capable of turning their minds to the same sort of problems and, on occasion, coming up with interesting answers at more realistic prices.

Two fine examples of the lunatic pricing now prevalent came across my desk recently. Simon's Basic is a very handy cartridge written for Commodore which turns their 64 machine into something which, with a little work, the average home user can begin to understand.

All of which would be fine were it not for the fact that the 64 is so gnomish in its habits to begin with because Commodore chose to make it so, largely through its complex version of standard Basic and a finney manual which would scarcely do justice to a Sony Walkman.

The price for turning one's machine into the kind of thing it should have been when one first bought it is £50. Is there any wonder Commodore, like so many manufacturers, have now made a policy decision that their future profits are likely to come from software sales?

Around the same time I received a demo disk from one small independent house, Dialog Software (19 Shorts Gardens, London WC2H 9AT) which demonstrated that one does not need to pay the earth for rudimentary software. Dialog's instruction leaflets are woefully inadequate and would probably deter the most amateur user.

After much persistence, however, I discovered that a couple of programs represented real value for money once mastered.

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A new wind of change blowing from Belgium

If not the force that launched a thousand chips, Vector International can at least claim to have projected some of the most significant software names into Europe, writes Maggie McLennan.

Although most people in the micro-world have heard of Digital Research, Microsoft and Micro Focus, the Belgian company behind their European success has remained something of an unknown quantity, a situation likely to change in the near future.

Vector International is one of a new breed of companies whose services will be increasingly in demand as the software market expands worldwide. There is a growing realisation among software houses of the need for translation services, not only to provide manuals, but also to adapt programs to fit the conventions of different countries and to supply them in disk formats to suit a range of alternative computers.

Vector, originally set up in 1977 as a systems house, specialises in all of these areas, offering translation to fit almost any required format, building its own hardware to achieve this.

Just over a year ago, however, Vector faced the worst crisis in its short history: the loss of Digital Research as a client, when DRI products formed 50% of Vector's business. Until then, coupled with a knack for talent-spotting, appeared to have set Vector on a sure-fire path to success.

In 1979 one of the company's founders, Jim Porak, was killed; time in Belgium was before his wedding in the afternoon, when he wandered into the offices of a small software outfit called Microsoft. Six months later, he persuaded Microsoft to sign away exclusive European distribution rights to Vector, and Microsoft's products became the top-selling programming languages for microcomputers in the UK.

Shortly afterwards, Microsoft introduced Digital Research (then a friend) to Vector asking whether Vector would be interested in distributing a little-known operating system for 8-bit micros, (which shortly became the world standard) called CP/M.

"I wish the situation had stayed the way it was, the subsequent emergence of Microsoft as an operating system company and Digital Research

as a language company was detrimental for the microcomputer industry," said Gabor Weiner, managing director of Vector International NV. "Some might say it was unhealthy but nevertheless it now means that we have incompatible equipment in the market."

After an uncomfortable six months of working for both companies Vector was forced to choose between them and bade farewell to Microsoft, because DRI appeared to be the better long-term prospect.

It was therefore a bitter blow when DRI announced in mid-1982 that it intended to go direct to the European market, and would withdraw distribution rights to all of its products by the end of this year.

Ironically, this move, which was to destroy half of Vector's business, was made because Vector had rebuffed the targets set by DRI for European sales, according to Weiner.

Capitalising on the contacts made through handling distribution for Digital Research, Vector concentrated on building up a comprehensive range of software packages for supplying OEMs. Micro Focus is still a client, and Vector added business productivity packages from Chang Laboratories in the US and Hands-On training courses from Windsor-based Micro Cal.

Yet another chance meeting, however, led to the addition of a database.

While negotiating a deal for Chang Laboratories, Mr Weiner heard about an information handling system called Everman, developed by a British company called Smallway. The result was a worldwide launch for on-line database Everman, which has the unusual feature of building applications from graphics rather than with a language, and a joint expansion programme for Vector and Smallway, starting with the setting up of a UK office in Kingston-upon-Thames, Surrey.

Vector also intends to establish a US operation by the end of this year, and offices in France and Germany in early 1984.

Surprisingly, despite the loss of Microsoft's business and partial withdrawal by Digital Research, Vector has managed to maintain a turnover in excess of £2.5 million, with profits of £30,000.

This has largely been achieved by the hardware interests of the company.



Gabor Weiner... "I wish the situation had stayed the way it was... now we have incompatible equipment on the market."

Clive Cookson looks at the exploding computer publishing scene

Fall in for the Fifth Generation

Books about computers, and particularly about micros, are the fastest growing field of publishing. The output far exceeds our ability to provide even a limited reviewing service.

This article is intended to provide no more than a brief sketch of some of the publications that have been sent to us recently, as a somewhat arbitrary sample of this year's crop.

The computer book of 1983, in terms of public attention, is certain to be The Fifth Generation by Edward Feigenbaum and Pamela McCorduck, which Michael Joseph publishes in Britain next week at £9.95. This passionate appeal for America to mobilize its resources in competition with Japan's Fifth Generation Computer project has already achieved immense publicity in the United States since its publication there five months ago.

The UK edition of The Fifth Generation is identical to the US original. The only addition is a rave by Clive Sinclair on the dust-jacket. "...essential reading for anyone concerned with computers in Britain. Personally I was inspired by it to try to stimulate all I could in this country to prove the authors' pessimism unfounded". Nothing has been done to update the book or moderate its rather offensive American-chauvinist tone.

Some of the lines in The Fifth Generation, like "We need some new American heroes" sound absurd if you substitute the word "British" for "American" and imagine the book written by UK authors.

Feigenbaum (Professor of Computer Science at Stanford University and a founding father of artificial intelligence) and McCorduck (a science writer) are disturbingly willing to enlist the cause of "national defense" in their crusade for an American Fifth Generation programme.

Part of the reason why The Fifth Generation already seems out of date is the impact it has in the United States. Since the book's publication there, the American computer industry's support for the Microelectronics Computer and Technology Corporation (MCC), a new cooperative research centre in Texas involving 13 manufacturers, has grown hearteningly.

The Pentagon has asked Congress for \$1 billion so that Defense Advanced Research Projects Agency can sponsor the development of supercomputers and artificial intelligence on a large scale.

For 12 pages the book dwells depressingly on Britain's failure so far to exploit its potential expertise in artificial intelligence. "In England's tragedy there is an obvious lesson for Americans," the authors say. Although the overall analysis is



not grossly unfair, their grasp of facts sometimes slips, like their style.

For example, they point to the decline in research funded by British industry between 1967 and 1975 and say that no one expects any change in the trend. But in fact it is already known that industrial research revived significantly during the late 70s and early 80s, despite the economic depression.

Anyone who wants a more dispassionate introduction to the subject before tackling Feigenbaum and McCorduck's

It is not only a good guide to the hardware and software but also an intelligent critique of educational computing.

Hammond argues that many schools are misusing computers and that ignorance and confusion are making "code junkies" out of some teenage programmers whilst withholding vital computer assistance from others.

Although Hammond rightly expresses concern that home computing is 90 per cent a male activity, his book "Dad, can we have a computer?" If you hesitate over the answer to this question, you belong to the majority of adults.

John Maddison, the veteran communications writer and educator, takes a very wide look at the impact of new technology in Education in the Microelectronics Era (Open University Press, £4.95). He manages to cover a lot of ground without being vague or general.

Another huge category of computer books gives advice to businessmen and managers. A good starting point is Make a Success of Microcomputing in Your Business by Pannell, Jackson and Lucas (Enterprise Books, £4.95). Readers may remember that this clearly written paperback was recently the subject of a special offer in Computer Horizons.

Understanding Computer Contracts by Martin Edwards (Waterlow, £6.50) sounds much more specialized. But Edwards, a Liverpool solicitor, argues convincingly that businesses should understand the legal implications of buying a computer as thoroughly as the technical specifications and the costs. If the system breaks down, the company too often finds that its legal protection is limited or non-existent.

Publishers are responding to the fact that computer failure and fraud are topical subjects. Computer Security, a management handbook by Leonard Fine (William Heinemann, £7.50), is a concise survey of the field by an unappealing prose style.

Even the cautionary tales of computer disaster which pepper the book fail to make it readable, partly because the victims remain anonymous.

In many cases anonymity is clearly essential, but I do not see why some could not have been named.

To give an extreme example: "A medium-sized corporation making extensive use of computers was put into liquidation when its computer centre was hit by an aircraft which crashed into it. The high dependence on computerized records left the organization incapable of continuing its business activities."

A much more entertaining book on the same subject is Computer Insecurity by Adrian Norman (Chapman and Hall, £14.95). Most of the cases in his catalogue of more than 100 crimes, errors and disasters do identify the victim. However it must be said that the majority date from the 1970s rather than the 80s.

Another pair of hands to speed the future home computer

By Alan Lewis

Have you ever marvelled at the speed of the computer you are using? If the answer is yes, then you are in for some further surprises. For new hardware is becoming available to make computers work even more quickly - sometimes 100 or 200 times faster.

The new machine is called an array processor and plugs into a computer. Array processors were invented in the late 1960s and in the early days could only be attached to the larger computers used by businesses and scientific establishments.

Now American scientists have found a way to plug them into home computers.

There are still technical problems to solve before Britain's half million home computer owners can make widespread use of array processors - and their price will be too high for most computer hobbyists for some time.

But with the pace of technological progress and the slumping cost of equipment, it cannot be long before these problems will be solved. Then the prospects for home computer users will be awesome. For fitting an array processor to a home computer would be like swapping a Tiger Moth for a Concorde.

At the moment array processors are used by organizations which need to collect and process vast amounts of information very quickly and with great accuracy.

Array processors, which are attached to a "host" computer, are used in several countries to help forecast the weather. They are also used to monitor nuclear reactors, analyse seismic waves from earthquakes, and make forecasts of inflation and unemployment using computerized economic models.

The Atomic Energy Authority's laboratories in Risley, Cheshire, have ordered an FPS-

100 attached processor from Floating Point Systems, the world's leading manufacturer of these high-speed array processors. The AEA will use the attached processor in its experimental work with ultrasonic imaging, which allows scientists to "see" into the core of a fast breeder nuclear reactor. A new technique has been developed at Risley using high frequency sound that enables images of the fuel rods to be produced even when they are under the opaque liquid sodium used in the reactor as a coolant.

As Jim McKnight, head of the project, explains: "We want to be able to run the whole job at the reactor site, but we cannot afford to carry a computer large enough round the country with us. The only way to achieve the performance of the Digital 11/60 on the 11/23 was to purchase an attached processor. With the extra processing power the FPS-100 will provide, the 11/23 will not give us the results of the 11/60, but produce them in a matter of minutes, rather than days."

British Aerospace, prime contractor for the construction of the European Space Agency's L-Sat 1 satellite, is using an attached processor from Floating Point Systems for modelling the satellite's behaviour in orbit.

L-Sat 1, which will have solar arrays spanning nearly 30 metres, is due to be launched in 1986 and will provide a variety of communications services. The Dynamics Group of British Aerospace is also responsible for the satellite so that its antennas always point to particular areas of the Earth, and its solar panels point to the Sun.

Clearly, the satellite's control systems' performance could not be tested while it was on the ground.

The answer was to install a FPS-11/64 microcomputer from Digital Equipment and an attached processor. "What we needed," says British Aerospace's John Pengelly, "was number crunching capability, which the FPS-100 could give us. Although we looked at larger computers, none could match the processing power of the attached processor."

This configuration allows the satellite designers to simulate the dynamics of the satellite in space. The FPS-100 has the capacity to perform eight million floating point calculations every second.

The Joint Speech Research Unit (JSRU), based in Cheltenham, carries out research on speech signal properties and processing for government departments and other public agencies.

Successful research like this depends on reliable and appropriate computer facilities. In particular, it requires powerful processing, good graphics and interactive terminals. Consequently the unit's researchers study not only speech signal processing but also the computer methods most suitable for supporting this work.

It was decided to augment the computer facility by an array processor and the unit selected the AP-120B from Floating Point Systems.

Before the AP-120B was installed each spectral cross-section took two seconds and a complete picture took eight minutes to form. This delay was such that use of the program was minimal.

Using the AP-120B, with its own standard routines, an enormous gain in speed was

evident, reducing the time to produce a spectral cross-section in 20 milliseconds and a complete picture to five seconds.

As experience of array processing grows, the users are finding many other applications. They have also discovered another benefit. By plugging an array processor into their computer, they can get vast increase in the power of their machine for less cost than buying a bigger computer.

Exactly how array processors could be used on a home computer stretches the imagination, but they could certainly run incredibly lifelike and realistic games. They could well bring closer the day when you can talk to your computer and have it answer back.

Although ordinary computers work incredibly fast, computers with humans, they are still not

fast enough to carry out really complex tasks quickly.

When you are very busy, you may complain "I've only got one pair of hands".

In that respect, the computer, which works logically by performing one task after another, is rather similar. It only has one pair of electronic hands and can only make one computation at a time.

Effectively, an array processor gives the computer more than one pair of hands. So each of its electronic circuits can be finishing one task, while it is making progress on a second and starting a third.

Multiplying that by the number of circuits in an array processor and you increase the power of the computer by a hundred or more times. The array processors made by Floating Point Systems can do up to 12 million sums every second.

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Bewildered parents choosing a micro for the children are a particularly important category of home computer buyer. Computers and Your Child by Ray Hammond (Century, £5.95 paperback, £9.95 hardback) will suit them.

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